



■ spotlight

April 2012 Vol. 45 No. 4

Bernard Rapoport
1917-2012



Roger Smith
Chief Executive Officer
AIL & NILICO

Remembering B

"If I have seen farther than others, it is because I was standing on the shoulders of giants." — Sir Isaac Newton

Our Company has lost its founder, but our country and our world have lost a truly great man, who was relentless in his support of education, democracy, the arts and creating opportunity for those to whom it might not otherwise be accessible. Working people, the under-represented, and those without a voice have lost a champion. Many of us have lost a mentor and friend. Many of us lost a second father; some of us lost the only father figure we had. Bernard Rapoport, our beloved "B," touched the lives of more people than he or we could fathom through his business, political and philanthropic endeavors.

How lucky are those of us who were privileged to know him. How profound is our loss.

Few among us are unfamiliar with B's impoverished childhood as the son of Russian Jewish immigrants. From his Marxist father, he received his love of reading and learned the power of political activism. From his mother, he learned compassion and caring. These were lifelong gifts that he shared with anyone wise enough to listen. If you haven't read it, I encourage you to read his memoir, "Being Rapoport." In the introduction, journalist, commentator (and a friend of B's) Bill Moyers says, "Ideas are the forge of his loyalty and passions. Of the 60,000 new books published every year, I sometimes think that two-thirds of them must wind up in his study in Waco."

B's love for the Company he founded was evident until the end, and he made it his business to keep current with what was going on. His comment in this issue (see page 16) was penned a few days before his passing. Every couple of weeks I would fly into Waco and have lunch in his office. He would order the most gosh awful junk food — you know, things like chili cheese dogs, and we would sit there for an hour and just talk American Income Life. This Company was B's baby, and he was so proud of its accomplishments. From the administration to the sales force, from the SGAs to the executives, he really, really loved and respected you.

I'm sad he didn't get to share the excitement of your achievements in March and the First Quarter. He would have been over the moon!

There is another reason why those lunches in B's office were so important to me. No matter what was going on in my life, B was my biggest cheerleader. He would say to me, "Roger, you are such a genius!" Only out of B's mouth would my name and the word genius be spoken in the same sentence.

B understood better than anyone I've ever met that expressing genuine interest in someone's qualities, background, stories, hobbies, career, family, or anything else connected to that person, gives them a gift: a sense of importance, well being and value. He gave this gift freely. He knew that when you give people the right amount of attention, they will respond beyond your wildest dreams. He just had this knack of making us feel better about ourselves. It didn't matter whether you were the waitress at the Outback restaurant or the President of the United States, you always felt better about yourself after spending time with B. For many of us, it wasn't only about feeling good, it was about his deep belief in our ability, even when we didn't believe in ourselves.

I am a better person for having known him, and I know I'm not alone in that sentiment.

B, I want you to know something: we will ALWAYS try to make you proud of us. We will ALWAYS try to live up to what you called us: "The World's Greatest Sales Force." We will ALWAYS provide *Opportunity Unlimited*, and we will ALWAYS love you, cherish the time we had with you, and miss you dearly.



■ spotlight

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sga career track New Markets Opening & Expanding

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.

total bonuses paid out

This month AIL and NILICO paid a total of \$3,227,011 in bonuses. For more information on the monthly bonuses, turn to Page 07.
Total: \$3,227,011

required retention rate

Effective Jan. 1, 2012, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

Retention:	69.0%
Net to Gross:	78%

dates to remember

eApp business and paper applications subject to the **7 day hold** should be uploaded or sent to Home Office by **Thursday 05/24** before 2:00 P.M. CST. Paper apps for areas excluded from the 7 day hold and PR credits must be at HO by **Tuesday 05/29** to count for **May** production.

promotions

Congratulations to Rob and Susan, we wish them both much success in their new positions.



Rob Falvo
Executive Vice President
AIL & NILICO



Susan Fuldauer
Vice President of Public Relations
Field Operations

*look for the asterisk

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2013 Awards Presentation, are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers, the top two PR Representatives from each category, and the top three PR Managers. You can view the 2013 Convention Qualifications online at www.aillife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to stay at the wonderful Manchester Grand Hyatt located in Sunny San Diego! The convention will be held May 22-25, 2013.*



hawaii contest winners

pg. 09



sa/ga training bonus

pg. 11



march milestones

pg. 12



leadership academy

pg. 14



celebrating B

pg. 17



LOOK FOR ME!



Q1 Contributions

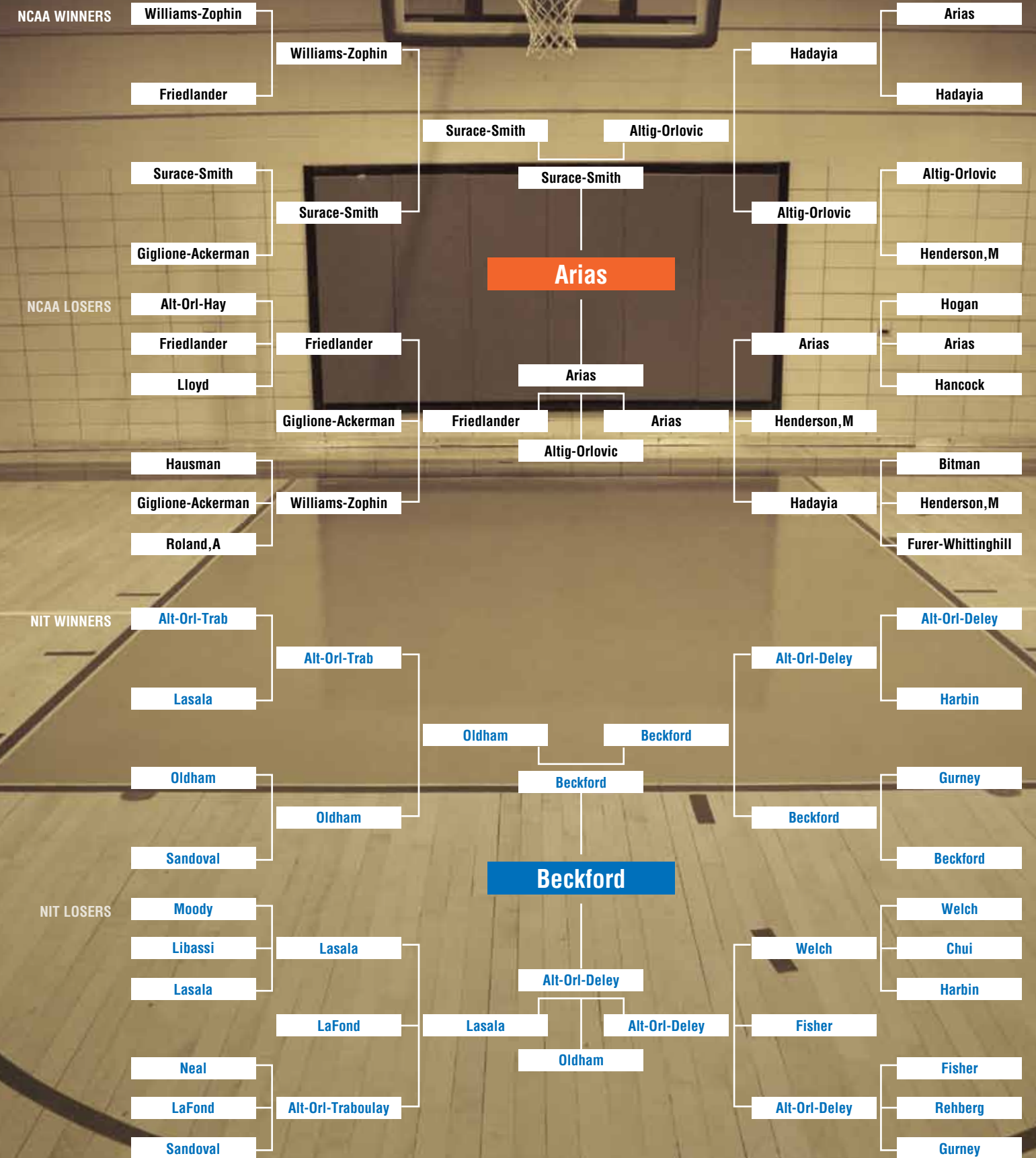
Contributions listed are \$1000 or more and are from January through March.

American Income & National Income

- | | |
|--|--|
| \$100,000 — National Labor College | \$5,000 — Elderly Housing Development & Operations Corporation - sponsorship of the EHDOC Board of Directors Reception in March 2012 |
| 35,000 — Elderly Housing Development & Operations Corporation - Annual contribution | 5,000 — Gala Hispanic Theatre - Paso Nuevo Youth Program |
| 30,000 — James R. Hoffa Memorial Scholarship Fund - Scholarship | 5,000 — Glen Haven Elementary School - Spring Fair |
| 25,000 — Economic Policy Institute - Donation | 5,000 — International Union of Police Associations - Scholarship |
| 25,000 — Union Sportsmen's Alliance - Donation | 5,000 — Jewish Labor Committee - 41st Annual Human Rights Awards Dinner |
| 25,000 — Southwest Voter Registration Education Project | 5,000 — LCLAA - 19th National Membership Convention Sponsorship |
| 25,000 — Working America for the Jerry McEntee celebration | 5,000 — United Association Scholarship Fund |
| 10,000 — Massachusetts AFL-CIO - Labor Day Event 2012 | 5,000 — United Farm Workers - 50th Anniversary Celebration |
| 10,000 — United for Wisconsin Fund | 5,000 — United Way for Southeastern Michigan - Ray West Memorial Ramp Project |
| 10,000 — Wisconsin AFL-CIO - for continuation to promote an agenda of jobs, economic fairness and jobs that support families | 2,000 — APRI - Ohio Voter Education Campaign |
| 9,420 — BCTD - for AIL's sponsorship of the BCTD Governing Board and Reception that was held in January | 3,450 — IBEW - Bronze Sponsorship and Booth |
| 7,575 — Diabetes Research Institute - 2012 Labor of Love and Softball Slam | 1,400 — BCTD - Nat'l Legislative Conference |
| 5,000 — AFL-CIO - Selma to Montgomery March in Alabama | 1,400 — D.C. Friends of Ireland Charitable Trust - 2012 Irish Festival Honoring Mark Ayers |
| 5,000 — AFTRA Foundation - Donation | 1,300 — Int'l Union of Police Associations - IUPA 2012 Convention in Florida |
| 5,000 — Americans For Democratic Action | 1,000 — National Consumers League - Sponsorship |
| 5,000 — A. Philip Randolph Institute - 43rd National Education Conference in Washington, DC | |

Top Contributions of Centralized PR

- | | |
|---|---|
| \$8,281 — New Democratic Party of Ontario - Convention | \$1,500 — Ohio State Firefighters Assoc - Convention, Chief Level Sponsorship |
| 5,000 — Ontario Federation of Labour - Scholarship | 1,500 — SEIU LOCAL 1000 - Dinner & Ad Sponsorships |
| 5,000 — Royal Canadian Legion NS Nunaunt Command - Scholarship | 1,500 — Teamsters Joint Council 73 - Breakfast & Golf Sponsorships |
| 3,599 — Instituto Laboral de la Raza - Ad & VIP Reception | 1,450 — Houston Chapter of Credit Unions - Children's Charities Sponsorship |
| 3,250 — New York State Snowmobile Association - Conference & Raffle Prize | 1,440 — BC New Democratic Party - Ad |
| 3,000 — LIUNA OPDC - Scholarship | 1,400 — PA AFL-CIO - Sponsorship |
| 3,000 — New Brunswick Federation of Labour - Literature Donation | 1,375 — MN IBT Joint Council - C. Thomas Keegel Retirement Dinner & Ad Sponsorships |
| 2,500 — IBT Local 251 - Children's Cancer Research Donation | 1,200 — Fresno Central Labor Council - Conference & Lunch Sponsorship |
| 2,500 — New Brunswick ATV Federation - ATV Safety Fund | 1,150 — Philadelphia Council AFL-CIO - Conference & Raffle Prize |
| 2,500 — Snowmobile Assoc. of Mass - ISC 2012 Silver Sponsorship | 1,032 — California Rifle & Pistol Association - Gala & Raffle Prize |
| 2,455 — CA Labor Federation - Conference & Dinner | 1,000 — AFSCME Council 40 - Scholarship |
| 2,200 — California United Home Care Workers Local 4034 - Convention & Breakfast Sponsorship | 1,000 — Association of WI Snowmobile Clubs - Scholarship |
| 2,000 — Colorado & Wyoming CWA Council - Convention | 1,000 — Capital District Area Labor Federation - Breakfast Sponsorship |
| 2,000 — Credit Union Association - Tri-Chapter Workshop | 1,000 — Cosmetology Association of NB - Convention |
| 2,000 — Firemen's Association of the State of New York - Convention | 1,000 — CWA 9423 - Education Fund Donation |
| 2,000 — IBEW National - Scholarship | 1,000 — El Paso Chapter of Credit Unions - Dinner Sponsorship |
| 2,000 — UFCW 175 & 633 - Scholarship | 1,000 — Louisiana AFL-CIO - Scholarship |
| 1,700 — Ohio Credit Union League - Convention & Raffle Prize | 1,000 — New Brunswick Federation of Labour - Scholarship |
| 1,628 — Utah Credit Union Association - Convention & Raffle Prize | 1,000 — New Jersey AFL-CIO - Ad |
| 1,500 — Institute for Labor Studies & Research - Education Funding Sponsorship | 1,000 — Nova Scotia Federation of Labour - Scholarship |
| 1,500 — Massachusetts Police Association - Golf Sponsorship & Convention | 1,000 — UFCW 555 - Golf Tournament Silver Sponsorship |
| | 1,000 — USW District 3 - Burns Lake Fund |
| | 1,000 — USW Local #6996 - Strike Fund |
| | 1,000 — UFCW 555 - Golf Tournament Silver Sponsorship |



Anniversaries

28 Years of Service
Vivian Dwyer, PR

24 Years of Service
Susan Gilbert, PR

23 Years of Service
Scott Remmey, AGT

22 Years of Service
Christopher Cummings, AGT

21 Years of Service
Paramjit Sangha, AGT

20 Years of Service
Sharon Nigota, AGT

18 Years of Service
George Sturge, AGT

17 Years of Service
Darrell Dorey, PR

16 Years of Service
Maria Esposito, AGT

15 Years of Service
Patti Morgan, PR Dir

14 Years of Service
Francisco Perez, SGA

12 Years of Service
Becky Cutler, PR

11 Years of Service
Vance Rountree, MGA

10 Years of Service
Mary-Delores Ayarzagoitia, GA

Theodore Pappas, SGA

Douglas Zigby, AGT

10 Years of Service
Travis Price, AGT

9 Years of Service
William Slocum, PR

Horace Johnson, AGT

Karen Stockwell, AGT

Angelika Vassilieva, AGT

8 Years of Service
Ronald Berube, AGT

Mark Gorman, GA

Bonnie Williams, SA

7 Years of Service
Sorana Blackfoot, AGT

David Garbarskiy, AGT

Katherine Georgiou, AGT

Shiwa Hollingsworth, AGT

Diana McNair, AGT

Troy Plummer, RGA

Scott Rehberg, SGA

Tibor Simon, MGA

Emmanuel Villasenor, MGA

6 Years of Service
Todd Engelson, MGA

Beth Farm, PR

Sal Giacchi, AGT

Christopher Keller, AGT

Patricia Longenecker, AGT

Todd O'Neill, AGT

Steven Orcherton, PR

Raymond Risucci, MGA

Jennifer Wehrle, AGT

5 Years of Service
Robert Drake, AGT

Jeremy Engrav, GA

Albert Lau, SA

Jacqueline Lowe, PR

Patrick Robitaille, AGT

Gregory Sinner, RGA

Benton Tong, AGT

Gevorg Yanukyan, SGA

4 Years of Service
Raymond Angeles, MGA

Rog Beaudro, PR

Robert Biser, SA

Daniel Hanson, AGT

Alex Hernandez, RGA

Mike Hudnall, MGA

Kyle Klipp, MGA

Tracy Little, PR

Bernardo Lopez, AGT

Ashley McMurtry, AGT

Fritznel Octave, MGA

Bernard Oliphant, SA

Adelfa Parinas, SA

Kevin Rendon, MGA

Daniel Umbertone, MGA

3 Years of Service
Matthew Ficarra, GA

Odilia Goulart, AGT

Lydia Lozano, GA

James Moland, GA

Nicholas Powell, GA

Maria Rocha, AGT

Dawn Selden, AGT

Brian Welsh, MGA

2 Years of Service
Souleymane Bah, MGA

Josephine Brown, SA

Lauren Coyne, GA

Paavo Cymanow, MGA

Miranda Green, AGT

Johanna Handa, GA

Dwayne Hargrove, SA

Michael Johansen, SA

Ted Kolby, AGT

Jesse Martin, MGA

Richard Nicholson, RGA

Daniel Rapp, GA

Penny Reineck, AGT

Heather Rowell, GA

Lucan Schmidt, MGA

Lawrence Smith, SA

Jeffrey Stevens, SA

Anthony Tomihama, AGT

Christopher Weglarz, AGT

1 Year of Service
Candice Beadle, AGT

Josh Bloomquist, MGA

Keith Booker, AGT

Ruben Cal, GA

Andrew Cline, SA

Gerald Coleman, SA

Christopher Daniels, SA

Aldina DaRosa, SA

Tere Diamond, SA

TuVanCathy Diep, GA

Nicholas Dinneen, AGT

Michael Fassler, AGT

Sokol Fazliu, SA

Charles Fischer, SA

Vladimir Flores-Cruz, SA

Timothy Fosnight, AGT

James Franklin, GA

Mavrick Fredericks, MGA

Sayed Haque, AGT

Joseph G Harris, SA

Burnette Hughes, GA

Joseph Huh, SA

Steven Jargo, GA

Stephen Kemper, GA

Michelle Korb, PR

Jason Lafayette, AGT

Thelma Lambert, AGT

Francis McCue, PR

Emilexis Medina, SA

Thomas Meyer, AGT

Ana Moreno, AGT

Leroy Nesbitt, AGT

Daniel Noll, MGA

Christina Nunez, AGT

Kehinda Pryor, GA

Ataka Reed, SA

Teresa Salgado, SA

Angel Sanchez, MGA

Alisi Sanalio, SA

Bradley Steele, SA

Nathan Thompson, AGT

Matthew Tobin, SA

Rolando Vega, SA

Sean Wampler, SA

Melissa Wartman, SA

David Watkins, AGT

Ryan C Wilson, MGA

Andrew Wright, AGT

Promotions

State General Agent
Gregory Henderson

Regional General Agent
Ala Awad

Brian Culp

Mack Doby

Richard Henry

Darren Miller

Jessica Wilhite

Master General Agent
Randall Cook

Dustin Dunlap

Richard Dyer

Matt Flores

Christopher Follestad

Samy Jacques

Billy Northington

Sean O'Reilly

Aaron Ralston

John Reeves

Kevin Ristau

Dustin Rushin

Jessica Santamarina

Francisco Zarathustra

Amanda Zophin

60% General Agent
Kimberly Alston

Daniel Alvarado

William Buck

Jose Carvajal

Jacob Frasier

Evelyn Gray

Joseph Hagerman

DeAnthony Hartman

Andre Hawthorne

Jeremy Hernandez

Ryan Hernandez

Unique Hunnicutt

LaLitha Janardhanan

Jonathan Laaker

Christian Napiza

Jonathan Phillips

Maria Ramirez

Phillip Rigoli

Samantha Sliger

Brandon Smith

Matthew Trammel

DeJuan Weatherall

57.5% General Agent
Javier Arce

Travis Brock

Ieton Daka

Wes Fannin

Ryan Fickert

Harvey Finkel

Kierra Goodwin

Jason Green

David Guzman

Johanna Handa

Terry Harper

William Howard

Khaled Kenawy

Darren Kwong

Chin Long

Matthew Marchitto

Alvin Massenburg

Carl Nazaire

Phyo Phyo

Nicholas Powell

Robert Ringelsten

Franklin Quezada

John Stankoski

Jesse Spencer

Vernin Vigier-Reynoso

Jonathan Woelfle

55% Supervising Agent
Joshua Agusti

Jonathon Anderson

Lisa Anderson

Jessica Armand

Richard Avina

Sarah Baldassano

Reid Benincasa

Andre Bent

Steven Bentzel

Lora Beronja

David Brockman

Timothy Byrnes

Ian Cary

Natasha Cervantes

Nicholas Clark

Dalissa Clemons

Paul Crevelli

Glenda Davis

Mark Diebolt

Shawn Donnelly

Donald Dowbor

Aaron Dupras

Zakaria Elasri

Joshua Fitzgibbon

Charley Forshee

Normand Franco

David Fung

Stratford Goodwin

David Hall

Abby Hermanson

John Holstein

Faryn Ingram

Katherine John

Stephen Jonsen

Patrick Knouse

Thomas Lapinski

Michael Lipetri

Sarah McCoy

Elzia McLain

Carlos Myers

Bruce Norfleet

Anna Owens-Wolfe

Robert Pendleton

Justine Perkins

Oscar Portillo

Chad Potts

Victor Restrepo

Chase Robinson

Shelby Robinson

David Rodrigues

Michael Roe

Pujay Shrestha

Ryan Sims

Mieka Singleton

Amy Smith

Jason Smith

Andrea Solzman

Louis Stephan

Jeffrey Stevens

Sidney Sutton

Treston Teague

Marvin Terry

Cory Teschendorf

Kim Tulloch

Jacqueline Weatherman

Aaron Wiggins

Matthew Wilder

Rodney Wilson

52.5% Supervising Agent
Neha Akbari

John Allen

Lamont Alston

Danilo Bada

Ashley Baker

David Baker

Jolinn Barner

Rita Baumgartner

Shawn Benninger

Luis Bigit

Robert Biser

Dorothy Bland

Erica Boettcher

Victoria Bolognese

John Boyle

Cara Brimmer

Ashford Burgess

Craig Cacini

Natasha Campbell-Richardson

Craig Carpenter

Willie Caughman

Melissa Ceresoli

Jamie Clark

David Clarke

Cameron Clay

Peggy Collins

Claude Craig

Scott Crall

Thomas Crutcher

Darren Danico

Ty Daniels

Jordan Dauber

Kate Daye

Christopher Delacruz-Pi

Kristin Denkova

Aja Devore

Gian-Paolo Diberardo

Tamecka Dixon

Thomas Dolin

Richard Dorsey

Orin Dutra

Gregory Eaton

Christopher Ercolani

Justin Fisher

Scott Flaherty

Michael Gittleman

Lindsay Gjerde

Brandi Graff

Lonny Goodman

Terrence Graves

Benjamin Hamilton

George Hamilton

Charne Hart

Denise Hewison

Kevin Hicks

Drew Hoffman

Aaron Huff

Ashlee Hutchins

Momodou Jallow

Christine Jesoraldo

Soyoung Kang

Evan Kendall

Adam King

Shelley King

Michael Kurian

Yen Ky

Orin Langberg

Jelisa Lawson

Suliata Lipa Patau

Mark Lomonaco

Carlos Lopez

Elizabeth Lopez-Colon

Brittany Martins

Andrew McCarthy

Arthur McDonald

Kayla McIver

Kelly McLeod

Jacqueline Mesias

Marcus Moody

Sonja Moss

Semir Mulic

Jeffery Namey

Rajendra Narine

Nicole Nelson

Jeffrey Nieves

Carol Ornellas

Kendra Orng

Oscar Ortiz

Carlos Otero-Villalba

Byung Park

Arthur Patterson

Cheryl Peckley

Raquel Peka

Bryan Phillips

David Riddle

Shawna Rocklein

Javier Rosario

Caprice Sanfratello

Jerry Siler

Atinderjeet Singh

Donald Skaggs

Jerry Smith

Juan Sosa

Rebekah Spindler

Mohamed Tawfik

Jaman Testerman

Joseph Thompson

Faapaia Tokuma

Roger Turk

Sean Velasquez

Joseph Walaan

Ryan Ward

Roger Watkins

Cierra White

Tamika Williams

Robert Wilson

Roosevelt Wilson

Andrew Zemany

BONUS

LEADERSHIP BONUS

Qualifier	Amount	SGA
Zachary Hart	\$41,766	Surace-Smith
Matthew Parks	41,101	Surace-Smith
Mathew Hart	38,443	Surace-Smith
Justin Adams	33,390	Simon Arias
Samuel Cohen	24,012	Fred Hadayia
Elias Hazen	21,607	Surace-Smith
Jason Bratin	21,356	Theodore Pappas
Stephen Jubrey	21,111	Oldham-Bianchi
Randy Teyssier	21,006	Simon Arias
Matthew Diulus	19,894	Simon Arias

WORLD'S GREATEST BONUS

Qualifier	Amount	SGA
Alan Sedaghat	\$8,158	Altig-Orlovic
Katie Massart	5,839	Altig-Orlovic
Tone Munro	4,879	Steve Friedlander
Max Quasem	4,825	Cohen-Cohen
Ryan Bisanz	4,743	Altig-Orlovic-Traboulay
Lily Tchen	4,567	Cohen-Cohen
Stephanie Dor	4,405	Williams-Zophin
Amy Shui	4,351	Giglione-Ackerman
Robert Richman	4,342	Surace-Smith
Terrence Asuncion	4,028	Jatoft-Foti

REINSTATEMENT BONUS

Qualifier	Amount	SGA
Sami Mogannam	\$3,868	Jatoft-Foti
David Jackson	3,604	Matt Henderson
Alex Rozotto	2,391	Jatoft-Foti
Karl White	2,354	Philip Prata
Nicole Johns	2,099	Oldham-Bianchi
Arthur Westergren	1,603	Williams-Zophin
Joseph Smith	1,281	Simon Arias
Stephen Liberto	1,237	Giglione-Ackerman
Bradley Weigand	1,144	Surace-Smith
Maurice Baritz	1,038	Chris LaFond

TOTAL

\$3,227,011

Coming Soon ...



MUST 'Like' AIL/NILICO on Facebook and upload your funniest moment in sales video for a chance to win:

- 1st place: iPad
- 2nd place: Garmin GPS
- 3rd place: \$100 Gas Card

Contest launches May 1



CONTEST WINNERS

SGAs



Simon Arias
Category I & II
Average: 315.2%



Theodore Pappas
Category III & IV
Average: 194.7%



Scott Sonnenberg
Category V & VI
Average: 152.8%



Sabrina Lloyd
Rookies & Start-Ups
Average: 255.1%

MANAGING AGENTS



RGA, Michael Vasu
SGA: Surace-Smith
Net ALP: \$1,419,542



MGA, Justin Adams
SGA: Arias
Net ALP: \$528,292



GA, Bryon Welch
SGA: Friedlander
Net ALP: \$280,062



SA, Harold Durana
SGA: Jatof-Foti
Net ALP: \$101,000

PR REPS



Gabriela Berloni
Category I
Leads: 18,149



Robin Andrade
Category II
Leads: 12,999



Mario Soljan
Category III
Leads: 9,013

PERSONAL PRODUCERS



Tone Munro
SGA: Friedlander
Net ALP: \$193,774



Mauselie Dor
SGA: Williams-Zophin
Net ALP: \$156,664



Alan Sedaghat
SGA: Altig-Orlovic
Net ALP: \$153,816



Jesusdieu Portilus
SGA: Williams-Zophin
Net ALP: \$149,036



Ryan Kendi
SGA: Altig-Orlovic
Net ALP: \$144,184



Rebecca Najlis
SGA: Jatof-Foti
Net ALP: \$139,340



Mark Neilson
SGA: Altig-Orlovic
Net ALP: \$131,911



Lily Tchen
SGA: Cohen-Cohen
Net ALP: \$128,674



Erez Shabtay
SGA: Cohen-Cohen
Net ALP: \$127,213



Amy Shui
SGA: Giglione-Ackerman
Net ALP: \$122,273

To get the lowdown, check out Facebook.com/AIL.NILICO and MyLifeatAIL.com

facebook

My Life at AIL

Please Note: The 6 month Hawaii Contest Period ran from October 1, 2011 to March 31, 2012. Winners are subject to other qualifications such as retention for agents and original card percentages for PR. For full contest details and qualifications, visit www.aillife.com/arc/spotlight.aspx.

FOUNDERS CLUB

MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award.
Congratulations on your achievements.

March 2012 Qualifiers — Outstanding Producers & PR Representatives:



Terrence Asuncion

Jatoft-Foti Agency
3rd Qualification
\$68,013 Net ALP
83.2 Ret



Lee Jeffers

Altig-Orlovic Agency
1st Qualification
\$72,200 Net ALP
93.7 Ret



Kevin Appasamy

Altig-Orlovic Agency
Contract Date 10/02/01
Qualified February of 2012
\$1,002,249 of Net ALP

SA/GA DIRECT CODE FIELD TRAINING BONUS

CONTEST EXTENDED!

The SA/GA Direct Code Field Training Bonus has been so successful, it has been extended to **December 31, 2012!**
Since this Bonus was introduced, the number of weekly bonuses and the number of qualifying SAs and GAs have both continued to increase. The purpose of the Bonus is to give SAs and GAs a vested interest in getting and keeping their Agents hitting a bonus each week, which leads to better Agent retention and team and Agency growth. Talk to your manager about how the Direct Code Field Training Bonus can add to your income each month!

TOP MARCH BONUS LEADERS

1



KATIE SHUGERT

\$6,112
Surace-Smith

2



ANDRE MCCALLUM

\$4,638
Surace-Smith

3



JONATHAN TOMKO

\$4,481
Surace-Smith

4



KEVIN HOLTZ

\$4,203
Surace-Smith

5



DUSTIN DUNLAP

\$3,401
Surace-Smith

Directors of the Month



Driving Excellence

Sales Director of the Month

Leaders growing leaders!

Ed Porter



Ed had 70.3% growth over March 2011.

Awesome job, Ed!

PR Director of the Month

Leaders growing leaders!

Denise Gilbert

PR Directors earn points based on overall growth of their territory and percentage of their team earning a monthly bonus.

Denise is the Top Director for March 2012. She had a total of 10 pts.

Congratulations, Denise!



MARCH BONUS LEADERS

March Bonus Payout \$373,684

March Bonus Qualifiers 620

1	Katie Shugert	\$6,112	Surace-Smith	26	John Velardo	\$2,189	Chris LaFond
2	Andre McCallum	4,638	Surace-Smith	27	Crystal Lynch	2,178	Richard Correa
3	Jonathan Tomko	4,481	Surace-Smith	28	Mosese Nasalo	2,147	Steve Friedlander
4	Kevin Holtz	4,203	Surace-Smith	29	Matthew Cosic	2,134	Surace-Smith
5	Dustin Dunlap	3,401	Surace-Smith	30	Harvey Finkel	2,131	Williams-Zophin
6	Unique Hunnicutt	3,272	Alex Roland	31	Kyle Lewicki	2,081	Surace-Smith
7	Jared Durham	3,093	Simon Arias	32	Charles Diulus	2,079	Simon Arias
8	Zachary Santino	3,034	Oldham-Bianchi	33	Harold Durana	2,064	Jatoft-Foti
9	Noel Rose	3,020	Williams-Zophin	34	Adam Huck	2,048	Surace-Smith
10	Valerie Cormier	3,004	Steve Greer	35	Heather English	2,012	Surace-Smith
11	Ryan Fickert	2,945	Surace-Smith	36	Kevin Talbot	2,005	Joseph Diecedue
12	Miguel Cotrina	2,879	Steve Friedlander	37	Daniel Bernard	1,943	Oldham-Bianchi
13	Anthony Theriault	2,839	Surace-Smith	38	Kyle Wrobel	1,871	Surace-Smith
14	Carl Nazaire	2,774	Giglione-Ackerman	39	Zbigniew Stankiewicz	1,864	Fred Hadayia
15	Jodi Bohdal	2,680	Fred Hadayia	40	Eric Trautloff	1,855	Furer-Whittinghill
16	Bobby Szwaja	2,662	Theodore Pappas	41	Edward Atkinson	1,817	Surace-Smith
17	Marian Sertler	2,634	Sabrina Lloyd	42	Robert Nolan	1,816	Paul Rumbuc
18	Albert Lau	2,404	Cohen-Cohen	43	Tony Geer	1,781	Surace-Smith
19	London Burnett	2,399	Surace-Smith	44	Tyler Stewart	1,778	Simon Arias
20	Amanda Beyersdorff	2,397	Surace-Smith	45	Aaron Dunlap	1,777	Simon Arias
21	Heather Leitch	2,308	Cunningham-Weatherspoon	46	Robert Reagan	1,768	Scott Rehberg
22	Tiare Hubbard	2,287	Altig-Orlovic	47	Mark Ziemianski	1,742	Simon Arias
23	Konnor Wylly	2,273	Joseph Diecedue	48	Andre Bent	1,728	Bob Olson
24	Timothy Watson	2,248	Surace-Smith	49	Jennifer Kinder	1,727	Dorian Oldham
25	Joseph Hagerman	2,197	Jeremy Harbin	50	Ashley Delevieleuse	1,704	Philip Prata

Please Note: Bonuses listed consist of the top 50 bonus qualifiers. See insert for the remaining qualifiers of \$200 or more.
Contest ends December 31st, 2012. For full bonus details, visit www.aillife.com/arc/spotlight.aspx

MARCH MILESTONES

15M MARCH
\$15,321,000 IN SALES FOR THE FIRST TIME EVER!
5k AGENTS

BOTH HIGHEST EVER

8M+
FIRST 6 MO PREMIUM IN MARCH
\$8,566,000

MARCH: 4 STRAIGHT WEEKS OF 3.5M+ NET ALP →

8 STRAIGHT WEEKS OF FIRST TIME 15% BONUS EARNERS →

MARCH: 61% OF SUBMITTING AGENT COUNT GOT A WEEKLY BONUS
32% OF OUR TOTAL AGENT COUNT →

← MARCH: 16% OF AGENT COUNT & AVERAGE 30% OF SUBMITTING AGENT COUNT HIT A 15% WEEKLY BONUS

← **250th AIL/NILICO OFFICE OPENED**

WEEK IN MARCH: 2,700 AGENTS SUBMITTED BUSINESS, AND AVERAGED 2,663 PER WEEK!

7% GROWTH IN MARCH
16% GROWTH IN 1ST QUARTER
12 MONTH ROLL IS 14%
FIRST 6 MO PREMIUM UP 41% YTD
WEEK IN MARCH: OVER 13,000 APPS SUBMITTED

*“A milestone passed,
new things begun,
dreams as shining as the sun,
a goal achieved, a victory won!”*
— Unknown



LEADERSHIP ACADEMY

Mark Your Calendars!

Leadership 101 Fundamentals of Agency Building

When: June 19-21

Who should attend: SAs and GAs

Prerequisites: Attendees must have an Agency Building Contract. This class is required to be eligible for promotion to MGA.

Leadership 201 Building for Ownership

When: August 8-9

Who should attend: All newly promoted MGA's; or any MGA/RGA whose Director or SGA feels would benefit.

Prerequisites: Leadership 101 (previous LDS format qualifies)

Do you have what it takes to help lead AIL/NILICO boldly into the future? We are growing at an exciting rate and need smart, ambitious, teachable leaders. Talk to your SGA about attending Leadership Academy.



**"The task of leadership is not to put greatness into people, but to elicit it, for the greatness is there already."
— John Buchan**

Leadership



Rob Falvo
Executive Vice President
AIL & NILICO

The Greatest Leader Ever

As a practicing Catholic, I am currently in the middle of "Holy Week" and my mind and thoughts are focused on the readings I've been doing each morning. It is in that spirit that I think it is timely to reflect on how some of the leadership lessons of Jesus apply to us in our personal, professional and social lives. Much of what I share below isn't new, but I thought it's timely given the significance of this season.

What are some of these guiding principles?

Servant Leadership

Jesus always professed himself to be a servant rather than a master. This is best captured in the following biblical verse:
"For even the Son of Man came not to be served, but to serve, and to give His life as a ransom for many." (Mark 10:45)

Through His life's work, He demonstrated that a true leader should always put his follower's needs before his own and not refrain from rolling up one's sleeves in doing the good work. This principle is most clearly depicted in the story of Jesus washing His disciples' feet, which demonstrates how leadership should be done.

Action Speaks Louder Than Words

Jesus provides an excellent example of leading by doing. Throughout the gospels, which share the story of His life, you can read about how Jesus was always on the move, performing acts of mercy, kindness and healing as He shared lessons in life. Naturally, His miracles and other acts of mercy and love inspired many to believe in what He also shared verbally.

Sacrificial Leadership

The supreme act of His crucifixion on the cross was Jesus' example of how much He was willing to give up for what He believed in. This made Him one of the most significant of many other martyrs throughout history who chose to die for their cause. While I know this example is extreme, it could be analogous to how people in leadership should stand up to "take the heat" and bear the responsibility of their subordinate's failure even when it clearly wasn't their own.

Community Building and Influence

Jesus did not work alone. Neither did He just broadcast his message or heal a faceless nameless mass audience in the thousands. Rather, He worked through appointing leaders and managers, and allowing them to spread His influence to their own circles. To do so, much of His time and efforts were invested in two smaller circles of disciples and followers: 1) His group of 12 disciples, out of which the inner circle of Peter, James and John were closest to Him; and, 2) A bigger group of 70 disciples who were assigned specific tasks to do good, heal and spread the word.

Obviously, the principles of community building, appointment of "senior" and "middle" management leaders, and grassroots-oriented marketing has been a powerful organizing force for Catholicism (as it is for most major religions). As history has shown, the apostles and disciples played crucial roles in helping to disseminate the doctrines of Christ and to reach various communities. This brings us to the final and probably most well known point.

Evangelism and Word-of-Mouth Marketing... or as WE call it... Selling The Dream!

Jesus is the original purveyor of the principles of evangelism, word-of-mouth marketing, referral marketing, buzz marketing, and all other forms of word spreading marketing practices. Without the benefit of CNN, MSNBC, the Internet, or Mobile Apps, He still managed to get the message across to billions around the world. The way to do it is through spreading the word and encouraging one's followers to do so.

The purpose of my message is not to offend those of you that don't have the same beliefs. It is to share the timeless principles of the GREATEST leader ever. If you sit, think and implement the principles in the area of agency building and leadership in general, you will succeed beyond your wildest expectations.

It's not easy, but what in life that is worthwhile is?



Bernard Rapoport

Founder
American Income Life

The Miracle of Renewals

When I graduated from the University of Texas, I was a jewelry salesperson. Somehow, some way, a friend of mine introduced me to the insurance business. I did not think very much of it until someone explained it to me that if you are an insurance salesperson, there is such a thing as renewals. I, of course, did not know what they were talking about, but when they explained it to me I thought, "My goodness, here's a chance for me to get rich without investing anything," which was a good thing, because there wasn't anything to invest.

I did a good job at selling insurance, especially after I learned about this thing called renewals. That is what excited me — to continually be paid for an original effort. The excitement was so great that I became the leading salesperson in the company.

I sold three or four policies, when I noticed I received a check for the renewals. It had to be only around fifteen or twenty dollars, but I could not believe it! I was being paid for an effort that I had made to help families be protected. Well, the renewals came in month after month, and that made a believer out of me.

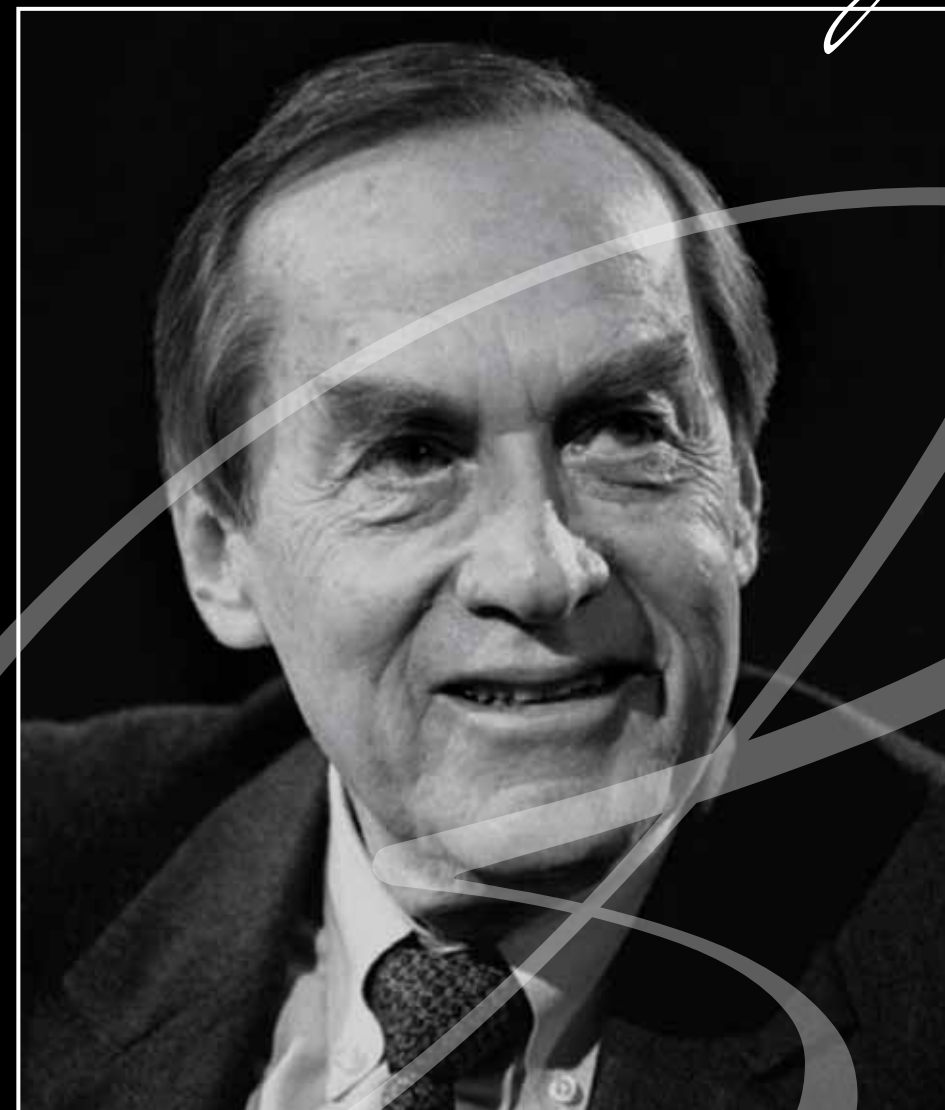
I wanted to build a company because what individual can say "no" to the future with a company that pays renewals? To be honest with you, this was the beginning of American Income. That is why I founded the company. To this day, as I look over agency counts and see the income from renewals, I am just as excited today as I was 50 years ago when I discovered the miracle of renewals.

To be paid continually for the original effort that you put forth to make a sale is almost unbelievable, but for those who have a contract with American Income; it is true, true!

So I say to each of you, as an SGA or RGA, MGA, GA, SA or Agent: remember, at American Income you can qualify to have vested renewals. They can help insure for you a life of comfort in the years to come. It is real, and yes, American Income is indeed the company of *Opportunity Unlimited!*

Bernard Rapoport submitted this article on April 3rd, just two days before his passing. B never lost his deep affection for "The World's Greatest Sales Force," and he took the opportunity to share his wisdom and experience whenever he could. We hope you will cherish these, his final words to us.

Celebrating



Bernard Rapoport
1917-2012

"I'm not a teacher: only a fellow traveler of whom you asked the way. I pointed ahead — ahead of myself as well as you." — George Bernard Shaw

The Bernard Rapoport I knew was first a husband to Audre who stood by him and supported him through his entire career building a company from the ground up with an attitude that failure was never an option and that by setting an example and caring for those in need, people who followed him would do the same. He was a father to Ronnie, who he respected to no end: "the best son a father could ask for." He was a grandfather to Abby and Emily: "two of the most perfect granddaughters," whom he adored. He took pride and often spoke of his meager beginnings and the work ethics he learned from his immigrant parents. Mr. Rapoport is proof that you can live the American dream and conduct yourself with humility and honor. Mr. Rapoport was my teacher and mentor for 35 years. I had the privilege to have been part of his family and will forever cherish the opportunity provided to myself and my family. I will miss him dearly. May his soul be bundled in the bundle of life. — *David Cohen*



B is the one person I must say is a "once in a lifetime" friend, mentor, 2nd parent. The leadership, advice, and wisdom he gave me will be cherished and remembered forever. When I spoke to B about moving to New Zealand to live and work, he said he would do whatever it takes for AIL to do business there, if this is what we really wanted. I will never forget when he asked me to call him every few days when I was checking things out there. One time, I had to make a phone call to him from a phone booth in minus-zero temperatures from a glacier, because a promise was a promise to him. If it wasn't a call to B – I would have done anything for him – that crazy call would have never happened. My family is blessed to have known him, be loved by him and shared special times with him. Prayers and blessings go out to his family, friends, and the thousands of people whose lives were touched and changed by B. — *Steve Friedlander*



They say that we are who we are because of the books we read and the people we meet. When I met Mr. Rapoport at the 1980 Lake Tahoe Convention, my life would be forever changed. The first time I met him he told me, "One day, young man, you will be a great State General Agent!" He gave me something to live up to and I never stopped doing that for the 32 years I knew him. He believed in me when I didn't believe in myself. He was the best "dealer in hope" I have ever met! He was a tough businessman, but, in his words, "I hope a civilized one." He was, and as such, taught me much. He spoke to and treated me the way a father treats a son. He was there when my daughter Nicole was born. When I had no place to turn or no one to turn to at several crossroads in my life, he was there with open arms. I believe history holds a special place for Mr. Rapoport, because I know there are hundreds if not thousands of others like me who B was there for. You will be missed, you will live in my heart and soul forever. May God bless Audre, Ronnie, Patricia, Abby and Emily with your fighting and loving spirit! — *Eric Gigliano*



What can I say about a man that changed my life? He took a chance on a young girl, twenty-five years ago, by giving her Opportunity Unlimited. On Saturday call, you always knew where you stood. If he called me Cinderella, then I knew I was fine; if he called me Cindy, then next week better be great. When you had a big week, you wanted to share your success with him, since he always shared his success with you. Bob and I met at an AIL convention, so B felt involved in our relationship. Every single time he saw us, he would ask when we were getting married. He cared and wouldn't let it go. When we finally did, his first words weren't "congratulations," but "it's about time." When my mother passed away, B was the next call, after my immediate family. For the following week, he called me every day to see how I was doing. He was more than a boss, and I feel incredibly lucky to have known him. A great man, a wonderful life and a true loss. — *Cindy Furer*



I write this as I am returning from Mr. Rapoport's memorial service, and what a celebration of his life it was. As I listened to all the eulogies, I felt just like the hundreds of friend and family members in attendance: that we were all part of his family. B was the most generous, loving and compassionate man I have ever known. He had that ability to make you feel very special and that you could accomplish anything that you put your mind to. I am fortunate to have been mentored by Mr. Rapoport, and I will always value my relationship with him. I will be forever grateful for the opportunity he has given my family and the life lessons he has taught me. We are all going to miss him, but we know that his spirit will live on, especially in this great company that he founded. — *Mark Hancock*

The Bible says that in this life we will have many teachers but few fathers. The difference between a teacher and father is a father's motive is love. Bernard Rapoport has certainly been a great teacher and mentor, but he was also that rare father to Nancy and I as well as many more. You've heard it said about particularly special people that they are "one in a million". With "B", I think there was only one, period! He was a champion of the human spirit: always finding the good in everyone; always pronouncing the light rather than addressing the darkness. Be it a US Senator or the man operating the elevator, B was always the same – encouraging, loving and motivating. This is evident in a quote from a 1999 Bernard Rapoport memo when he handed over the mantle of leadership to Torchmark: "I perceived that it would be a company that was built with love, an absence of cynicism and a belief that while there is good and bad in people, there is a heckuva lot more good." I've often proclaimed that there is one thing wrong with the book that was written about B – they put a cover on the back. The last chapter is still being written by the testimony of the thousands of people that have been touched and changed by one Bernard Rapoport. Nancy and I love you, B. Our relationship was a spiritual one and one that had a special depth of meaning. For us it is not goodbye... but see you later. — *Jim Surace*



Mr. B. – To me, he was simply "Mr. B." As is true with thousands of people, he changed my life in ways that were profound. He saw in me exponentially more than I saw in myself. He taught me leadership and business lessons that have been invaluable as I have assumed those roles through my life. He gave me Opportunity Unlimited, not just a catchy phrase, but a hope that I had never had until I met him. His generosity, not just with his money, but with his time and his encouragement, has been an attribute that I have desperately tried to emulate. And there is so much more... strength, character, wisdom, discipline, humor, love, success, patience, appreciation for the written word, responsibility to stand up for those who can't stand on their own. The first time I enjoyed success in his great company, he wrote a letter to my mother. To my mother! Who does that? Mr. B. did that. I miss him, just knowing he was always just a phone call away. I only wish I had picked up the phone more often. Rest in peace, Mr. B. You will never be forgotten. — *Durhon Oldham*



The passing of Bernard Rapoport, affectionately referred to by us as "Mr. B.," is a traumatic time for all of us, but it also gives me time to reflect on all the aspects of knowing a great man and the impact he had on me, my family and so many, many others. B was more than just the founder of a great company; he was my great mentor, my friend and my second father. If it was not for Bernard Rapoport, who believed in me and all that I could accomplish, I don't know where I would be today. I was so fortunate to know him and have the close relationship that we had, as he taught me so much about life, and pointed me down the right path when I would stumble – and I did plenty of stumbling. He did fuss at me quite a bit as a father fusses over his son, but he would always let me know that he did it because he loved me. I will miss him dearly and he will always be in my heart. — *John Jatoff*



One of Mr. Rapoport's favorite quotes was, "In order to give light to others, you must first set fire to yourself." Mr. Rapoport was on fire his whole life inspiring and helping all of us. He truly lived his life by the Platinum Rule for 94 years, "Do MORE for others than you would have them do for you." All of us at American Income/NILICO received a rich inheritance from Bernard Rapoport. He only asked that we use that inheritance to make the world a better place. — *Rick Altig*



After attending Mr. B's funeral today, I finally understood what he was trying to teach me for the 32 years I knew him. Many times, he used to call me and tell me that I wasn't living up to my ability. I would really get mad at him because I thought I was. Bernard would say, "Don't you're at 40 percent of what you're capable of doing." I would not understand that 'til I got older. I remember him telling me, "As you get older, there will be times when things aren't going your way and if you think you can't get any better at American Income or your personal life, you will never be a great leader in this Company as I know you can be." There were times I would call him and tell him I wanted to throw in the towel and he would say, "You're one of the greatest leaders in American Income's history, you can't do that. People depend on you." That's all I needed to hear. I would get up the next day and try even harder. Everything I have is because of Mr. B. I love you, B, and will always remember the things you taught me. I know there are many great leaders in American Income's history, but I will always try to be one of the best. — *Don Foti*



Bernard is the most extraordinary man I ever met. I am so happy that I went to Waco to see him in November 2011 after the SGA meeting. We spent an hour together in his office in Waco and we could have talked all day. What was amazing is that he was the same old Bernard, always caring more about you than himself. The amazing thing about Bernard was his memory; he asked how everyone in my family by name was doing, when he hasn't seen them in years. Family was number one with him and I think that is what I will remember most, because we shared the same values. Whenever I had a chance to sit down and talk with him I came away with something. We all owe Bernard for starting this great company. Without him, we wouldn't have the greatest opportunity in business today. He will be sorely missed by all. — *Tom Williams*



Individual Producers



1. Alan Sedaghat
Surrey, BC



2. Katie Massart
Calgary, AB



3. Robert Richman
Cleveland, OH



4. Jesusdieu Portilus
Plantation, FL



5. Roosevelt Jeanty
Plantation, FL



6. Amy Shui
Eatontown, NJ



7. Lily Tchen
Los Angeles, CA



8. Tone Munro
Auckland, NZ



9. Max Quasem
Los Angeles, CA



10. Ryan Bisanz
London, ON



11. Paul Freeman
Cleveland, OH



12. Stephanie Dor
Plantation, FL



13. Denise Hewison
Columbus, OH



14. Terrence Asuncion
San Jose, CA



15. Rebecca Najlis
San Jose, CA



16. Samson Adelufosi
Eatontown, NJ



17. Erez Shabtay
Los Angeles, CA



18. Tevita Tupouniua
Auckland, NZ



19. Joshua Dishong
Columbus, OH



20. James Keefer
Pittsburgh, PA

IceBreakers

Christopher Vasu
Cleveland, OH
\$19,157 Net ALP
Nicholas Zangardi MGA
Surace-Smith SGA

Mark Lomonaco
Boise, ID
\$18,094 Net ALP
Michael Burningham MGA
Altig-Orlovic SGA

Tiffani Joseph
Columbia, SC
\$16,999 Net ALP
Mark Beckford SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

March Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Alan Sedaghat	\$41,919		85.7	Bobby Gujral	Altig-Orlovic
2.	Katie Massart	33,023		88.6	John McGrath	Altig-Orlovic
3.	Robert Richman	31,703	95		Matthew Parks	Surace-Smith
4.	Jesusdieu Portilus	27,254		76.3	Fritznel Octave	Williams-Zophin
5.	Roosevelt Jeanty	26,271		74.2	Henry Ingraham	Williams-Zophin
6.	Amy Shui	26,225		84.0		Giglione-Ackerman
7.	Lily Tchen	25,670		86.2		Cohen-Cohen
8.	Tone Munro	24,786		88.9		Steve Friedlander
9.	Max Quasem	24,743		86.8		Cohen-Cohen
10.	Ryan Bisanz	24,416		100		Altig-Orlovic-Traboulay
11.	Paul Freeman	23,565	93		Ryan Vopat	Surace-Smith
12.	Stephanie Dor	22,068		83.0	Fritznel Octave	Williams-Zophin
13.	Denise Hewison	21,855	93		Zachary Hart	Surace-Smith
14.	Terrence Asuncion	21,786		83.2	Jatoft-Foti	Jatoft-Foti
15.	Rebecca Najlis	21,563		83.5	Jatoft-Foti	Jatoft-Foti
16.	Samson Adelufosi	21,504		80.5		Giglione-Ackerman
17.	Erez Shabtay	21,384		91.5		Cohen-Cohen
18.	Tevita Tupouniua	21,233		82.3	Ofa Tupouniua	Steve Friedlander
19.	Joshua Dishong	21,164	95		Zachary Hart	Surace-Smith
20.	James Keefer	20,486		80.5		Simon Arias
21.	Roghie Hassan Loo	20,340		74.6	Byron Paz	Josh Chalom
22.	Robert Ringelsten	20,182	88		Robert Janev	Sabrina Lloyd
23.	Michael Burningham	20,116		71.8	Richard Mansfield	Altig-Orlovic
24.	Christopher Vasu	19,157	92		Nicholas Zangardi	Surace-Smith
25.	Christina Nunez	18,918		75.0	Jatoft-Foti	Jatoft-Foti
26.	Kelly Roschbach	18,793	98		Samuel Cohen	Fred Hadayia
27.	Dustin Klingebiel	18,698		84.9	Roger Fung	Altig-Orlovic
28.	David Tubbin	18,634		73.8	Nicholas Engrav	Chris Hernandez
29.	Samvel Tigranyan	18,143		81.0	Erik Graham	Cohen-Cohen
30.	Mark Lomonaco	18,094	95		Michael Burningham	Altig-Orlovic
31.	Jimmy Tchen	17,746	98			Brandon Cooley
32.	Mark Bleier	17,672		81.8	Rebecca Klebsch	Chris Hernandez
33.	Lee Jeffers	17,602		93.7	John McGrath	Altig-Orlovic
34.	Sathnarine Kumar	17,249	87		Kyle Johnson	Williams-Zophin
35.	Tiffani Joseph	16,999	97			Mark Beckford
36.	Leah Stoltz	16,736	90		Samuel Cohen	Fred Hadayia
37.	Roger Watkins	16,641	93		Magda Figueiredo	Giglione-Ackerman
38.	Daniel Toshner	16,560		75.8	Joshua Olin	Altig-Orlovic
39.	Larry Giddens	16,515	96		Michael Laramie	Steve Greer
40.	Larry Long	16,467	95		Brian Welsh	Simon Arias
41.	Beth Snow	16,440		84.5		Jatoft-Foti
42.	Jeno Harris	16,356	100		Daniel Hartwig	Surace-Smith
43.	Luciana Mosca	16,145		83.1	Carlo Bonifazi	Bob Olson
44.	Maria Rocha	16,026		87.5	Jatoft-Foti	Jatoft-Foti
45.	Renee Tomlinson	15,953	96		Casey Kunash	Simon Arias
46.	Kelly Dickson	15,882	100		Johna Ryan	Dorian Oldham
47.	Dominic Okonta	15,573	91		Syed Quadri	Theodore Pappas
48.	Andrew Cavicchi	15,464		84.7	Scott Davis	Simon Arias
49.	Jessica Silver	15,252	89		Samuel Cohen	Fred Hadayia
50.	Cynthia Sittig	15,232	100		Justin Adams	Simon Arias

ALL TIME RECORD: OFA TUPOUNIUA \$87,000 Net ALP

YTD Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Alan Sedaghat	\$150,322		85.7	Bobby Gujral	Altig-Orlovic
*2.	Stephanie Dor	87,871		83.0	Fritznel Octave	Williams-Zophin
*3.	Jesusdieu Portilus	75,506	87		Fritznel Octave	Williams-Zophin
*4.	Daniel Toshner	61,815		75.8	Joshua Olin	Altig-Orlovic
*5.	Max Quasem	61,210		86.8		Cohen-Cohen
*6.	Lily Tchen	59,752		86.2		Cohen-Cohen
*7.	Tone Munro	59,506		88.9		Steve Friedlander
*8.	Lee Jeffers	57,597		93.7	John McGrath	Altig-Orlovic
*9.	Katie Massart	55,366		88.6	John McGrath	Altig-Orlovic
*10.	Robert Richman	52,763	95		Matthew Parks	Surace-Smith
11.	David Tubbin	52,747		73.8	Nicholas Engrav	Chris Hernandez
12.	Amy Shui	52,252		84.0		Giglione-Ackerman
13.	Terrence Asuncion	51,502		83.2	Jatoft-Foti	Jatoft-Foti
14.	Richard Luzaich	47,899		88.1		Altig-Orlovic-Deley
15.	Matt Flores	47,730		82.0		Jatoft-Foti
16.	Denise Hewison	47,381	93		Zachary Hart	Surace-Smith
17.	Joshua Cook	46,969	81			Simon Arias
18.	Roghie Hassan Loo	46,824		74.6	Byron Paz	Josh Chalom
19.	Joshua Dishong	46,480	95		Zachary Hart	Surace-Smith
20.	Michael Burningham	45,612		71.8	Richard Mansfield	Altig-Orlovic
21.	Gabriel Feldmann	45,564		78.4		Brandon Cooley
22.	Erez Shabtay	44,132		91.5		Cohen-Cohen
23.	Roosevelt Jeanty	43,193		74.2	Henry Ingraham	Williams-Zophin
24.	Samson Adelufosi	41,661		80.5		Giglione-Ackerman
25.	Christopher Vasu	41,617	92		Nicholas Zangardi	Surace-Smith
26.	Maijargal Sukhbaatar	41,470		88.6		Samuel Lasala
27.	Bruce Tan	41,154		86.6	Christopher Clark	Altig-Orlovic
28.	Ryan Bisson	40,953	94			Matt Wolfanger
29.	Kelly Roschbach	40,620	98		Samuel Cohen	Fred Hadayia
30.	Ryan Bisanz	40,525		100.0		Altig-Orlovic-Trab
31.	Dustin Dunbar	40,216		87.6	Brett Engelson	Altig-Orlovic-Venekamp
32.	Sathnarine Kumar	39,934	87		Kyle Johnson	Williams-Zophin
33.	Samvel Tigranyan	39,398		81.0	Erik Graham	Cohen-Cohen
34.	Mark Bleier	38,327		81.8	Rebecca Klebsch	Chris Hernandez
35.	Larry Long	38,239	95		Brian Welsh	Simon Arias
36.	Michael Schumacher	38,227		88.8	Thomas Vena	Simon Arias
37.	Cameron Clay	38,214	95		Justin Adams	Simon Arias
38.	Brock Lampe	37,549		85.2		Tiffany Roland
39.	Deborah Parnell	37,221		76.3	Leon Thompson	Altig-Orlovic-Hay
40.	Andrew Cavicchi	36,986		84.7	Scott Davis	Simon Arias
41.	Lesina Ah Sue	36,795		77.4	Stephen Hill	Steve Friedlander
42.	Tevita Tupouniua	36,787		82.3	OfaTupouniua	Steve Friedlander
43.	Luciana Mosca	36,764		83.1	Carlo Bonifazi	Bob Olson
44.	Timothy Schultz	35,955	90		Matthew Parks	Surace-Smith
45.	Laura Thornton	35,947	88		Matthew Parks	Surace-Smith
46.	Bernard Oliphant	35,663		94.2	Troy Plummer	Altig-Orlovic-Hay
47.	Joanna Dumas	35,645	88		Ariana Jones	Theodore Pappas
48.	Joey Kennedy	35,629		80.0	Ryan Stenglein	Altig-Orlovic
49.	Ronald Rivera	35,577		83.2		Cohen-Cohen
50.	Christopher Williams	34,971		83.3		Simon Arias

ALL TIME RECORD: TONE MUNRO \$477,360 Net ALP

Supervising Agents



1. **Katie Shugert**
Cleveland, OH



2. **Harold Durana**
Concord, CA



3. **Pamela Altman**
Columbus, OH



4. **Nicholas Moore**
Rochester, NY



5. **Jonathan Tomko**
Cleveland, OH

March Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Katie Shugert	\$51,439	\$53,288		78.9	Matthew Parks	Surace-Smith
2.	Harold Durana	44,882	44,761	88		Sarai Castanon	Jatoft-Foti
3.	Pamela Altman	27,567	29,723		76.2	Elias Hazen	Surace-Smith
4.	Nicholas Moore	26,861	49,974		77.8	Michael Romeo	Oldham-Bianchi
5.	Jonathan Tomko	26,339	32,337		69.1	Ryan Vopat	Surace-Smith
6.	Vaine Rere	26,213	30,272	99		Lucky Faaititii	Steve Friedlander
7.	Robert Reagan	25,473	26,074	87		Robert Shafer	Scott Rehberg
8.	Edward Atkinson	25,308	25,308		79.4	Elias Hazen	Surace-Smith
9.	Mark Arrigo	23,932	36,228	91		Hal Herman	Oldham-Bianchi
10.	Daniel Bernard	23,910	32,370		88.1	William Parmeter	Oldham-Bianchi

ALL TIME RECORD: \$286,210 1st Six Mo Agt

ALL TIME RECORD: \$286,210 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Katie Shugert	\$92,745	\$98,953		78.9	Matthew Parks	Surace-Smith
2.	Harold Durana	78,701	85,935	88		Sarai Castanon	Jatoft-Foti
3.	Pamela Altman	74,478	90,098		76.2	Elias Hazen	Surace-Smith
4.	Melissa Wartman	72,703	97,234		83.3	Matthew Parks	Surace-Smith
5.	Nicholas Moore	71,767	126,440		77.8	Michael Romeo	Oldham-Bianchi
6.	Vaine Rere	65,925	69,707	99		Lucky Faaititii	Steve Friedlander
7.	Edward Atkinson	65,210	65,346		79.4	Elias Hazen	Surace-Smith
8.	Keturah Malaykhan	62,065	71,324	88		Jason Bratin	Theodore Pappas
9.	Brian Hutchings	56,803	100,100		79.6	Stephen Jubrey	Oldham-Bianchi
10.	Kevin Talbot	56,644	67,186	88		Joshua Jackson	Joseph Diecedue

ALL TIME RECORD: \$653,097 1st Six Mo Agt

ALL TIME RECORD: \$959,675 Net ALP

General Agents



1. **Nicole Johnson**
Cleveland, OH



2. **Bryon Welch**
Auckland, NZ



3. **Christopher Newman**
Cleveland, OH



4. **Louis Giogaia**
Flushing, NY



5. **Debbie Moke**
Auckland, NZ



6. **Zachary Santino**
Rochester, NY



7. **Jennifer Kinder**
Lee's Summit, MO



8. **Amanda Beyersdorff**
Cleveland, OH



9. **Matthew Conrad**
Cleveland, OH



10. **Annie Howard**
Woodridge, IL

March Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Nicole Johnson	\$82,091	\$124,320		70.8	Matthew Parks	Surace-Smith
2.	Bryon Welch	72,500	78,612		88.2	Sara Welch	Steve Friedlander
3.	Christopher Newman	63,813	72,829		71.7	Mathew Hart	Surace-Smith
4.	Louis Giogaia	57,979	59,773	95		Syed Quadri	Theodore Pappas
5.	Debbie Moke	55,312	65,267	98		Simon Rolland	Steve Friedlander
6.	Zachary Santino	54,943	72,012	90		Stephen Jubrey	Oldham-Bianchi
7.	Jennifer Kinder	49,592	66,213		69.3	Raymond Risucci	Dorian Oldham
8.	Amanda Beyersdorff	45,518	59,436		73.6	Mathew Hart	Surace-Smith
9.	Matthew Conrad	43,124	84,013	89		Matthew Parks	Surace-Smith
10.	Annie Howard	42,354	49,928	96		Cherie Adams	Bob Olson
11.	Travis Picklesimer	42,302	63,822	80		Darron Hacker	Surace-Smith
12.	Ronald Kutruff	42,182	49,617	95		Casey Kunash	Simon Arias
13.	Timothy Wilson	41,711	41,711	90		Ryan Wilson	Philip Prata
14.	Christine Weatherspoon	39,849	44,102		78.0		Mark Beckford
15.	Ryan Fickert	38,306	44,943		71.1	Dustin Dunlap	Surace-Smith
16.	Elaine Kulawiak	37,144	62,908	87		Andrea Nichols	Oldham-Bianchi
17.	Daniel Walton	37,032	42,208		84.7	Zachary Hart	Surace-Smith
18.	Kevin Holtz	36,770	55,152		78.0	Nicholas Zangardi	Surace-Smith
19.	Christopher Favor	36,271	38,516	82		Mitch Duplantis	David Hausman
20.	Bobby Szwaja	35,878	42,708		74.5	Levar Morgan	Theodore Pappas

ALL TIME RECORD: \$441,104 1st Six Mo Agt

ALL TIME RECORD: \$624,474 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Nicole Johnson	\$185,930	\$278,723		70.8	Matthew Parks	Surace-Smith
*2.	Bryon Welch	184,420	210,024		88.2	Sara Welch	Steve Friedlander
*3.	Matthew Conrad	147,889	261,081	89		Matthew Parks	Surace-Smith
*4.	Christopher Newman	134,176	142,070		71.7	Mathew Hart	Surace-Smith
*5.	Zachary Santino	129,902	180,951	90		Stephen Jubrey	Oldham-Bianchi
6.	Travis Picklesimer	128,656	172,377	80		Darron Hacker	Surace-Smith
7.	Louis Giogaia	126,244	130,524	95		Syed Quadri	Theodore Pappas
8.	Debbie Moke	119,751	141,309	98		Simon Rolland	Steve Friedlander
9.	Kevin Holtz	116,945	182,973		78.0	Nicholas Zangardi	Surace-Smith
10.	Amanda Beyersdorff	113,437	156,948		73.6	Mathew Hart	Surace-Smith
11.	Andrew McQuade	105,513	115,153	87		Matthew Tumquist	Richard Correa
12.	Ryan Fickert	104,754	121,970		71.1	Dustin Dunlap	Surace-Smith
13.	Elaine Kulawiak	95,921	158,096	87		Andrea Nichols	Oldham-Bianchi
14.	Timothy Watson	90,083	109,808		71.7	Ryan Vopat	Surace-Smith
15.	Alexander Dorey	89,947	130,482		73.8	Robert Kanaan	Imran Satti
16.	Crystal Lynch	87,256	110,640	92		Matthew Tumquist	Richard Correa
17.	Jessica Tasky	84,729	91,423	91		Justin Adams	Simon Arias
18.	Jodi Bohdal	84,681	110,193		80.1	Samuel Cohen	Fred Hadayia
19.	Jesse Remby	84,359	137,690		85.1	Scott Davis	Simon Arias
20.	Jamaal Lynwood	84,166	88,984	82		Evan Holzhauser	Gigliione-Ackerman

ALL TIME RECORD: \$1,468,394 1st Six Mo Agt

ALL TIME RECORD: \$2,262,883 Net ALP

Master General Agents



1. **Zachary Hart**
Columbus, OH



2. **Mathew Hart**
Cleveland, OH



3. **Matthew Parks**
Cleveland, OH



4. **Justin Adams**
Pittsburgh, PA



5. **Jason Bratin**
Flushing, NY



6. **Matthew Diulus**
Pittsburgh, PA



7. **Elias Hazen**
Columbus, OH



8. **Darron Hacker**
Cincinnati, OH



9. **Simon Rolland**
Auckland, NZ



10. **Randy Teyssier**
Pittsburgh, PA

March Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Zachary Hart	\$203,928	\$266,046		81.0	Surace-Smith
2.	Mathew Hart	165,616	207,421		74.1	Surace-Smith
3.	Matthew Parks	137,786	226,701		77.2	Surace-Smith
4.	Justin Adams	129,693	174,632		71.0	Simon Arias
5.	Jason Bratin	123,472	192,014		72.6	Theodore Pappas
6.	Matthew Diulus	93,075	130,633		70.2	Simon Arias
7.	Elias Hazen	89,644	110,940		74.2	Surace-Smith
8.	Darron Hacker	88,481	136,389		69.7	Surace-Smith
9.	Simon Rolland	84,159	114,137		69.6	Steve Friedlander
10.	Randy Teyssier	81,238	104,681		74.1	Simon Arias
11.	Stephen Jubrey	79,902	167,179		79.6	Oldham-Bianchi
12.	Dustin Dunlap	73,638	92,792		78.7	Surace-Smith
13.	Andrea Nichols	73,574	116,006		72.2	Oldham-Bianchi
14.	Hal Herman	73,082	153,264		76.3	Oldham-Bianchi
15.	Marisa Willgruber	72,895	96,166		72.9	Fred Hadayia
16.	Sara Welch	72,500	78,612		88.5	Steve Friedlander
17.	Stephen Hill	69,282	130,768		75.4	Steve Friedlander
18.	Matthew Turnquist	65,323	81,846		69.9	Richard Correa
19.	Michael Romeo	61,782	123,919		75.4	Oldham-Bianchi
20.	Ryan Hall	60,485	93,874		72.4	Laura Fisher

ALL TIME RECORD: \$438,277 1st Six Mo Agt

ALL TIME RECORD: \$723,872 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Zachary Hart	\$437,991	\$588,297		81.0	Surace-Smith
*2.	Mathew Hart	395,603	502,267		74.1	Surace-Smith
*3.	Matthew Parks	363,941	620,848		77.2	Surace-Smith
*4.	Justin Adams	314,726	420,774		71.0	Simon Arias
*5.	Jason Bratin	298,316	444,678		72.6	Theodore Pappas
6.	Matthew Turnquist	241,564	272,484		69.9	Richard Correa
7.	Darron Hacker	234,968	343,970		69.7	Surace-Smith
8.	Simon Rolland	232,828	305,599		69.6	Steve Friedlander
9.	Elias Hazen	224,424	282,712		74.2	Surace-Smith
10.	Stephen Jubrey	195,194	428,178		79.6	Oldham-Bianchi
11.	Randy Teyssier	190,391	272,710		74.1	Simon Arias
12.	Matthew Diulus	188,222	305,763		70.2	Simon Arias
13.	Sara Welch	184,420	212,162		88.5	Steve Friedlander
14.	Dustin Dunlap	181,518	233,685		78.7	Surace-Smith
15.	Steven Cox	179,139	235,734		82.1	Steve Friedlander
16.	Michael Romeo	172,212	333,642		75.4	Oldham-Bianchi
17.	Stephen Hill	170,547	377,647		75.4	Steve Friedlander
18.	Ala Awad	166,932	166,931		75.7	Alex Roland
19.	Andrea Nichols	166,715	284,731		72.2	Oldham-Bianchi
20.	Brian Welsh	162,909	246,458		69.1	Simon Arias

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt

ALL TIME RECORD: \$4,468,285 Net ALP

Regional General Agents



1. **Michael Vasu**
Cleveland, OH



2. **Patrick Bendure**
Columbus, OH



3. **Thomas Vena**
Pittsburgh, PA



4. **Justin Adams**
Pittsburgh, PA



5. **Bo Gentile**
Plantation, FL

March Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Michael Vasu	\$475,921	\$717,824		74.0	Surace-Smith
2.	Patrick Bendure	424,680	593,993		74.9	Surace-Smith
3.	Thomas Vena	370,022	539,243		72.9	Simon Arias
4.	Justin Adams	245,641	391,792		72.1	Simon Arias
5.	Bo Gentile	244,565	422,699		69.2	Williams-Zophin
6.	Stephen Hill	213,648	298,135		79.6	Steve Friedlander
7.	Brett Gryska	207,854	390,193		74.8	Oldham-Bianchi
8.	Samuel Cohen	195,377	312,792		70.3	Fred Hadayia
9.	Robert Janev	186,764	197,505	89		Sabrina Lloyd
10.	Levar Morgan	155,799	170,613		75.8	Theodore Pappas

ALL TIME RECORD: \$980,159 1st Six Mo Agt

ALL TIME RECORD: \$1,435,508 Net ALP

YTD Production

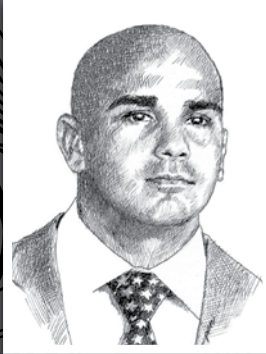
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Michael Vasu	\$1,167,244	\$1,785,501		74.0	Surace-Smith
*2.	Patrick Bendure	996,260	1,443,127		74.9	Surace-Smith
3.	Thomas Vena	875,571	1,371,337		72.9	Simon Arias
4.	Bo Gentile	676,788	1,160,221		69.2	Williams-Zophin
5.	Justin Adams	638,920	958,055		72.1	Simon Arias
6.	Stephen Hill	547,745	818,126		79.6	Steve Friedlander
7.	Brett Gryska	520,072	1,016,246		74.8	Oldham-Bianchi
8.	Simon Rolland	419,834	552,527		73.4	Steve Friedlander
9.	Samuel Cohen	411,317	678,705		70.3	Fred Hadayia
10.	Stephen Jubrey	372,162	766,577		77.7	Oldham-Bianchi

ALL TIME RECORD: TAINA LAMEKO \$5,230,627 1st Six Mo Agt

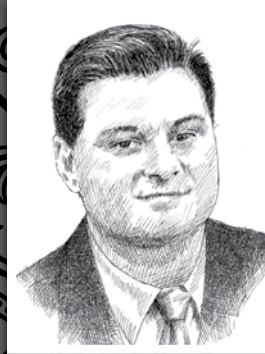
ALL TIME RECORD: \$8,242,209 Net ALP

State General Agents

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-VIII will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-VIII will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.



Simon Arias
CATEGORY I



Theodore Pappas
CATEGORY II



Steve Greer
CATEGORY III



Slav Bitman
CATEGORY IV



Sabrina Lloyd
CATEGORY V



Brandon Cooley
CATEGORY VI



Mark Beckford
CATEGORY VII



Jeremy Welch
CATEGORY VIII



Top Rookie

Alex Roland
Net ALP \$138,672



Top Start-Up

Jason Adamo
Net ALP \$56,573

Rookie and Start Up SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

March

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Simon Arias	72.9		\$686,380	\$347,000	198	75	273
	Surace-Smith	75.9		900,221	510,000	177	82	259
	Oldham-Bianchi	75.2		395,456	282,000	140	40	180
	Williams-Zophin	70.8		244,566	225,000	109	32	141
II	Theodore Pappas	73.5		\$269,195	\$217,000	124	48	172
III	Steve Greer	71.8		\$225,188	\$139,000	162	44	206
	David Hausman	72.6		131,983	130,000	102	30	132
	Matt Henderson	69.4		124,436	139,000	90	38	128
IV	Slav Bitman	69.0		\$164,772	\$113,000	146	93	239
V	Sabrina Lloyd	69.5		\$182,141	\$104,000	175	70	245
VI	Brandon Cooley	92		\$179,470	\$121,000	148	73	221
	Mark Hancock	75.9		88,546	100,000	89	10	99
VII	Mark Beckford	75.7		\$73,590	\$80,000	92	154	246
	Philip Prata	70.8		92,593	80,000	116	14	130
VIII	Jeremy Welch	74.1		\$89,063	\$70,000	127	54	181

YTD

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Simon Arias	72.9		\$1,653,033	\$1,041,000	159	107	266
	Surace-Smith	75.9		2,162,567	1,530,000	141	65	206
	Williams-Zophin	70.8		677,068	675,000	100	68	169
	Oldham-Bianchi	75.2		965,620	846,000	114	48	162
II	Theodore Pappas	73.5		\$674,809	\$651,000	104	47	150
III	Fred Hadayia	71.2		492,334	474,000	104	17	121
	Matt Henderson	69.4		\$445,536	\$417,000	107	83	190
	Steve Greer	71.8		563,443	417,000	135	44	179
IV	Chris Hernandez	90		276,365	335,000	82	14	96
	Scott Sonnenberg	73.1		\$292,245	\$339,000	86	157	243
V	Slav Bitman	69.0		420,595	339,000	124	112	236
	Sabrina Lloyd	69.5		\$349,337	\$312,000	112	119	231
VI	Brandon Cooley	92		\$326,389	\$321,000	102	73	175
VII	Philip Prata	70.8		\$209,280	\$240,000	87	44	132
VIII	Jeremy Welch	74.1		\$218,416	\$210,000	104	59	163

March

Category	Name	Net to Gross	Retention	Net ALP
Rookie	Alex Roland	76.9		\$138,672
	Cunningham-Weatherspoon	70.8		135,740
	Kevin Davis	69.3		60,589
Start-Up	Jason Adamo	86		\$56,573
	Christopher Jordan	78		37,550
	Javier Sandoval	93		35,949
	Samantha Chui	90		32,064

YTD

Category	Name	Net to Gross	Retention	Net ALP
Rookie	Cunningham-Weatherspoon	70.8		\$367,934
	Alex Roland	76.9		363,025
	Kevin Davis	69.3		188,621
Start-Up	Jason Adamo	86		\$56,573
	Christopher Jordan	78		37,550
	Javier Sandoval	93		35,949
	Samantha Chui	90		32,064

Public Relations



1. Vivian Dwyer
CATEGORY I
Ashland, VA



2. Chuck Hill
CATEGORY I
Lodi, CA



1. Robin Andrade
CATEGORY II
Malden, MA



2. J T Tasker
CATEGORY II
Rochester, NY



1. Tamara Williams
CATEGORY III
Indianapolis, IN



2. Mario Soljan
CATEGORY III
Auckland, NZ



1. Ken Altizer
CATEGORY IV
Nebó, WV



2. Jacqueline Lowe
CATEGORY IV
Red Deer, AB



1. Gerard Senegal
Houston, TX



1. Jacqueline de Vooght
Calgary, AB

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

ROOKIE: Reps with 2011 Hire Date

ICEBREAKER: Reps with 2012 Hire Date

PR MANAGER: Points earned based on overall growth for respective territories and percentage of Manager's team earning a monthly PR Bonus. If there is a tie for points earned, Top Manager determined by who has highest growth percentage.

March Production

Category	Rank	Name	Production in Cards	Manager
I	1.	Vivian Dwyer	4,172	VA/Jessica Ingerick
	2.	Chuck Hill	2,101	Northern CA/Debbie Enstedt
	3.	Rona Pileggi Spano	2,004	Chicago/Dawn Trudden
	4.	Brenda Di Somma	1,686	NJ/Christian Chavez
	5.	Mark Gagliardi	1,636	Northern CA/Chuck Hill
II	1.	Robin Andrade	3,236	MA/RI/Susan Kelleher
	2.	J T Tasker	2,043	NY State/Tim Farr
	3.	David Scalisi	1,826	NY State/J T Tasker
	4.	Timothy Leary	1,623	NY State/J T Tasker
	5.	Gerard Senegal	1,024	Houston/Jay Bentley
III	1.	Tamara Williams	3,035	IN/Michelle Baxter
	2.	Mario Soljan	2,334	NZ/Steve Friedlander
	3.	Robin Denham	1,710	KS/Cynthia Cleary
	4.	Julia DiBartolomeo	1,468	AZ/Malka Arony
	5.	George Murry	1,454	AL/John Keliher
IV	1.	Ken Altizer	3,660	WV/Susan Fuldauer
	2.	Jacqueline Lowe	2,752	AB/Jacqueline deVooght
	3.	Shane Knowles	1,609	ME/NH/Susan Kelleher
	4.	Darrell Dorey	1,449	Maritimes/Denise Gilbert
	5.	Sandra Knapp	1,415	WI/Laurie Onasch
Rookie	1.	Gerard Senegal	1,024	Houston/Jay Bentley

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

YTD Production

Category	Rank	Name	Production in Cards	Manager
I	*1.	Gabriela Berloni	11,189	ON/Denise Gilbert
	*2.	Viki Farr	7,691	MI/Tim Farr
	3.	Brenda Di Somma	6,271	NJ/Christian Chavez
	4.	Vivian Dwyer	5,642	VA/Jessica Ingerick
	5.	Malka Arony	5,073	AZ/Rachelle Valdez
II	*1.	Robin Andrade	6,907	ME/RI/Susan Kelleher
	*2.	J T Tasker	4,795	NY State/Tim Farr
	3.	David Scalisi	3,545	NY State/J T Tasker
	4.	Erica Dalager	3,059	MN/Laurie Onasch
	5.	Maureen Roberts	2,441	NY State/J T Tasker
III	*1.	Katherine Kidder	4,900	PA/Tim Farr
	*2.	Tamara Williams	4,481	IN/Michelle Baxter
	3.	Bonnie Ellingson	3,951	MN/Erica Dalager
	4.	Robin Denham	3,772	KS/Cynthia Cleary
	5.	C J Briggie	3,232	AZ/Malka Arony
IV	*1.	Ken Altizer	4,135	WV/Susan Fuldauer
	*2.	Shane Knowles	3,825	ME/NH/Susan Kelleher
	3.	Jacqueline Lowe	3,056	AB/Jacqueline deVooght
	4.	Lori Vaughn	2,890	OR/Laurie Onasch
	5.	Paul Winslow	2,775	St Louis/Cynthia Cleary

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER: 61,879 Cards

PR Managers

March Results

Rank	Name	Points Earned	Director
1.	Jacqueline de Vooght	10	Debbie Enstedt
2.	Susan Kelleher	10	Laurie Onasch
3.	Cindy Cleary	10	Patti Morgan
4.	Chuck Hill	10	Debbie Enstedt
5.	Dawn Trudden	10	Denise Gilbert

YTD Results

Rank	Name	Points Earned	Director
*1.	Jacqueline deVooght	30	Debbie Enstedt
*2.	Susan Kelleher	27	Laurie Onasch
*3.	Cindy Cleary	26	Patti Morgan
4.	JT Tasker	25	Tim Farr
5.	Dawn Trudden	23	Denise Gilbert

Congratulations to our March Bonus Earners!

Sue Akers	Jenny Hearn	Cassandra Robinson
Robin Andrade	Dee Hettinger	Gary Rothman
William Bell	Tyler Hoffman	Irene Rurycz
Gabriela Berloni	Brett Hulme	David Scalisi
CJ Briggie	Sandra Knapp	Gerard Senegal
Lou Nell Busby	Shane Knowles	Patrena Smith
Fran Christie	Marilyn Kohlhasse	John Smyth
Cheryl Cook	Donna LaMontagna	Mario Soljan
Robin Denham	Timothy Leary	Rona Pileggi Spano
Julia DiBartolomeo	Jacqueline Lowe	Donald Spohn
Brenda Di Somma	Larry Lozano	Jennifer Sprout
Vivan Dwyer	Stephen Matous	Christina Stableford
Bonnie Ellingson	Lisa McGee	Randy Stockley
George Farenthold	Erin McKee	Leo Vandenbussche
Viki Farr	George Murry	Bill Verbeten
Mark Gagliardi	Pater Nielsen	Al Wall
Susan Gilbert	Steve Orcherton	Tamara Williams
Laurie Gruber	Kathy Pappas	Paul Winslow
Jerry Hartnett	Maureen Roberts	

BONUS EXTENDED

THROUGH SECOND QUARTER, 2012

Personal Recruiting Results Exceed Expectations! — But We're Not Done Yet —

Personal Recruiting Results Continue to Exceed Expectations! The Personal Recruiting Production Bonus pays you cash for bringing a friend* to Opportunity Unlimited in the Second Quarter (April-May-June) and helping them succeed. Once the recruit codes, the goal is to help them achieve all three bonus levels by the August 31 deadline.



Perspective



Scott Smith
President
& Chief Marketing Officer

Milestones and the Circle of Momentum

What a month!

March 2012 will go down as one of the most significant months in company history. So many significant milestones were achieved. I know, I know, there's a whole spread in this issue devoted to these stats, but they are so significant, I have no problem listing them here again.

Take another bow:

- Our first ever \$15,000,000 sales month!
- We topped the 5,000 agent count for the first time!
- In the final week of March, for the first time, we had more than 13,000 applications submitted!
- We topped 1,000 new agents submitting their first piece of business for the first time!
- Our First Six Month submitting agent premium was the highest ever — \$8,566,000!
- For the first time ever we had over 2,700 agents submit business in one week!

In March we exceeded \$3.5M Net ALP each week for the first time; had 30% of our submitting agents achieve a 15% bonus... and had more than 60% of our submitting agents achieve a weekly bonus!

Our "Circle of Momentum" is very strong. We have just completed a successful contest for our sales force to engage in personal recruiting. This complements our SA/GA Training Bonus, which is designed to provide our new agents with improved field training, ensuring their improved tenure. It's interesting that the SA/GA bonus also puts

more money in the pockets of developing managers, making those positions all the more attractive.

Recruits... new management... improved training... more promotions: A true Circle of Momentum! And that momentum circles back on itself, creating even more momentum, more growth, more excitement, more opportunities. It's like a force of nature.

“Recruits... new management... improved training... more promotions: A true Circle of Momentum!”

Here is what is really neat. Many times in our rich history, we have met a milestone only to wonder how can it be topped. I recall our first \$10M month and I recall breaking \$100M in 2008. I remember wondering just how we could possibly top those numbers, only to repeat the same experience at the next milestone.

Your accomplishments in the First Quarter are fuel to fire up the rest of the year. YOU are in the right place at the right time. Take

advantage of *Opportunity Unlimited* and see how far it can take you in 2012.

Is this a great company, or what?

PERSONAL RECRUIT

— PRODUCTION BONUS —

MARCH RESULTS

Contest Total Bonus Payout
\$129,500

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
1. Unique Hunnicutt	\$2,750	38. Randolph Souliers	750	75. Hal Herman	750
2. Rachyle Stansell	1,500	39. Cherie Adams	750	76. George Noujaim	750
3. Felix Berger	1,500	40. Andre Bent	750	77. Anton Babarykin	750
4. Arnold Pacleb	1,500	41. Johnny Gurley	750	78. Helen Miller	750
5. Rodney Wilson	1,500	42. Burnette Hughes	750	79. Brandon MacDonald	750
6. Souleymane Bah	1,500	43. Matt Maday	750	80. Aaron Booth	750
7. Thomas Tiller	1,500	44. David Rockway	750	81. Quiona Bryant	750
8. Stephen Creaghan	1,500	45. Monica Murray	750	82. Aaron Dunlap	750
9. Ruth Charlesworth	1,500	46. Dwelyn Smith	750	83. Mark Harper	750
10. James Keefer	1,500	47. Dale Meyer	750	84. Jacob Mullins	750
11. Aaron Parks	1,500	48. Chad Potts	750	85. Nicole Nelson	750
12. Sione Aholoka	1,500	49. Timothy Kieran	750	86. Allyse Nicholas	750
13. Andrew Aaron	1,250	50. Brian Soulard	750	87. William Shockley	750
14. Lynda Gleeson	1,250	51. Jake Yagjian	750	88. Tyler Stewart	750
15. Maria Ramirez	1,250	52. James Lochard	750	89. Jessica Tasky	750
16. Kathleen Barnes	1,250	53. Israel Wizenfeld	750	90. Thomas Vena	750
17. Andy Jaikaran	1,250	54. I-Perfection Harris	750	91. Nitesh Bhogaraju	750
18. Jennifer Duke	1,250	55. Atta Saleh	750	92. Miguel Cotrina	750
19. Ashley Delevieuse	1,250	56. Juan de la Cruz	750	93. Loretta Ekeroma	750
20. David Miller	1,250	57. Svetoslav Nedev	750	94. Daniel Fifita	750
21. Marian Sertler	1,250	58. Alexandra Graham	750	95. Mary Maida Fujii	750
22. Anthony Wright	1,250	59. Lindsay Hoopes	750	96. Clera Matafai	750
23. Amy Smith	1,250	60. Kolby Keller	750	97. Ronnie Patea	750
23. Heather English	1,250	61. Gina Martinez	750	98. Jeffrey Pearce	750
25. Daniel G Johnson	1,250	62. Erin Moore	750	99. Bryon Welch	750
26. Jamie Perse	1,250	63. Eric Powell	750	100. Trent Hilderbrand	750
27. Michael Vasu	1,250	64. Heather Beals	750	101. Thomas Soloweyko	750
28. Jason Bratin	1,250	65. Harold Durana	750	102. Amanda Beyersdorff	750
29. Zachary Ledyard	1,000	66. Felicia Price	750	103. Alana Clark	750
30. Va Moua	1,000	67. Debbie Ezernack	750	104. Jack Croxall	750
31. Forest Gsell	1,000	68. Rodney Johnson	750	105. William Knoy	750
32. Kershawn Payne	1,000	69. Edward Davidson	750	106. Dustin Surace	750
33. Kyle Lewicki	1,000	70. Dorian Brown	750	107. Kyle Wrobel	750
34. Josh Wheeler	1,000	71. Thomas Lapinski	750	108. Giancarlo Altube	750
35. Michael Burningham	750	72. David Shirley	750	109. Brandon McCrea	750
36. Christopher Clark	750	73. Sean Flagler	750	110. Kimberley Clarke	750
37. Mike Hudnall	750	74. Derek Franc	750	111. Kasali Kotun	750

*Personal Recruit Definition: A Personal Recruit does not have a resume in the RMS database, nor came from other "Job Posting" scenarios, including Craig's List, Job Fairs, internet postings and similar situations. The Personal Recruit should be someone the recruiter knew previously, or may be someone recruited through "beyond the norm" efforts from stores, restaurants, walking the mall and unique events. See insert for the remaining qualifiers.



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Leadership Bonus

Total: \$1,659,905

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Zachary Hart	\$41,766	Ariana Jones	\$7,749	Katie Shugert	\$3,446	Zachary Santino	\$2,167	Samy Jacques	\$1,288
Matthew Parks	41,101	Atta Saleh	7,706	Cara DeFiore	3,442	Richard Lyddon	2,155	George Rosicky	1,268
Mathew Hart	38,443	Kristy Nguyen	7,693	Lamine Diakhate	3,424	Brian Wilson	2,111	Corey Neff	1,263
Justin Adams	33,390	Alexandra Graham	7,296	Christine Judge	3,394	Ryan Stenglein	1,996	Debbie Moke	1,260
Samuel Cohen	24,012	Raymond Risucci	7,200	Michael Clemente	3,386	Jared Durham	1,989	Emil Mohareb	1,256
Elias Hazen	21,607	Rodney Ward	7,167	Kevin Holtz	3,381	Randall Cook	1,979	Bernadette Casciato	1,246
Jason Bratin	21,356	Alfred Taren	7,055	Ashlynn Orng	3,378	Rebecca Klebsch	1,929	Adam Huck	1,237
Stephen Jubrey	21,111	Richard Henry	6,891	Marko Jankovic	3,369	John Hancock	1,887	Timothy Wilson	1,236
Randy Teyssier	21,006	Haoyu Xu	6,756	Sommer Daves	3,360	Jared Cleckner	1,878	Rory Crockford	1,234
Matthew Diulus	19,894	Lucky Faaititi	6,559	Brian Culp	3,344	Yvonne Zarathustra	1,823	Michael Williams	1,230
Darron Hacker	19,596	Jonathan Maust	6,557	George Noujaim	3,337	Darcy Schrieber	1,790	Ricardo Grandt	1,229
Simon Rolland	18,892	Ryan Kendl	6,515	Karolina Debek	3,317	Edward Atkinson	1,772	Bo Gentile	1,218
Andrea Nichols	18,016	Scott Hanna	6,507	Jose Harb	3,302	Harold Durana	1,759	Brian Hutchings	1,207
Sara Welch	17,747	Brandon MacDonald	6,453	Nasr Quadri	3,235	Mathew Mealey	1,755	Aaron Dunlap	1,204
Ryan Vopat	17,668	Craig Strompf	6,391	Erik Graham	3,229	Sean O'Reilly	1,755	Debbie Ezernack	1,169
Stephen Hill	16,490	John McGrath	6,291	Chad Panzer	3,224	Juan de la Cruz	1,750	Kiet Truong	1,166
Nicholas Zangardi	15,766	Timothy Kieran	6,045	Andrew Aaron	3,224	Tim Smith	1,747	Alex Elledge	1,165
Daniel Hartwig	15,756	Robert Shafer	6,006	Joshua Goodman	3,222	Noel Rose	1,738	Jesse Spencer	1,152
Ala Awad	15,653	Scott Davis	5,899	Jordan Chalom	3,162	Sharon Manone	1,716	Dominique Bertoncini	1,149
Sebastian Kazek	14,352	Kyle Klipp	5,895	Eric Powell	3,139	Ryan Bisanz	1,709	Tiare Hubbard	1,143
Levar Morgan	13,902	Ryan Wilson	5,748	Natalie Wagner	3,132	London Burnett	1,691	Sokol Fazliu	1,134
Robert Kanaan	13,670	Adeyemi Akinade	5,746	Rita Holmes	3,101	Colin Lyse	1,656	Hunter Houvener	1,129
Brian Welsh	13,619	Mitch Duplantis	5,723	Chris Lussier	3,072	Ofa Siasau	1,651	Matthew Cosic	1,124
Hal Herman	13,277	Jake Yagjian	5,705	Carlo Bonifazi	3,023	Elaine Kulawiak	1,643	Ronald Nelwin	1,124
Doreen Ryan-Foti	13,199	Nicholas Lorence	5,607	Daniel Toshner	3,021	Unique Hunnicutt	1,636	Kevin Talbot	1,112
Kyle Johnson	13,121	Nicholas Engrav	5,328	Richard Johnson	2,993	Shahab Mahdavejad	1,635	Daniel Armstrong	1,107
Marisa Willgruber	13,067	Ryan Tucker	5,192	Kody Karhliker	2,959	Rafael Spratling	1,614	Thomas Soloweyko	1,105
Bobby Gujral	12,726	Scott Kim	5,058	Jessica Santamarina	2,952	Samantha Romano	1,573	Christopher Newman	1,104
Byron Paz	12,642	Sarai Castanon	4,995	Christine Curran	2,923	Jennifer Kinder	1,571	Joseph Hagerman	1,098
Matthew Turnquist	12,536	Kasali Kotun	4,977	Mark Kukielski	2,903	Brandon Teter	1,541	Mark Danner	1,097
Evan Holzhauser	12,320	Matt Pflueger	4,924	Valerie Cormier	2,893	Crystal Lynch	1,505	John Velardo	1,094
Michael Romeo	12,217	Richard Nicholson	4,877	James Lochar	2,887	Trevor Mayer	1,499	Travis Picklesimer	1,091
Ryan Hall	12,009	Kenneth Greer	4,865	Rachel Bryson	2,857	Anthony Theriault	1,494	Harvey Finkel	1,088
Steven Cox	11,870	Leslie Ellis	4,794	David Iriye	2,825	Andrew McQuade	1,488	Daniel Bernard	1,086
Ofa Tupouniua	11,327	David Wang	4,757	Andre McCallum	2,818	Kathryn Chaisson	1,475	Bryon Welch	1,078
Syed Quadri	11,265	Brandon Schwed	4,588	Nicholas Walsh	2,745	Konnor Wylly	1,458	Rencel Jones	1,078
Henry Ingraham	10,842	Brian Schreiter	4,464	Christopher Clark	2,714	Albert Lau	1,457	Jennifer Mitchell	1,077
Casey Kunash	10,795	Melne Lewis	4,386	Jack Keiderling	2,697	Nicole Johnson	1,450	Ashley Delevieuse	1,075
Thomas Vena	10,794	Josh Bloomquist	4,358	Johna Ryan	2,655	Heather Leitch	1,448	Bryan Czajkowski	1,074
Aaron Parks	10,541	James Raymond	4,272	Matthew Conrad	2,628	Jeremy Barrier	1,446	Mosese Nasalo	1,073
Brett Gryska	9,992	Mack Doby	4,227	Dennis George	2,578	Miguel Cotrina	1,440	James Allen	1,071
Steven King	9,678	Daniel Bauer	4,176	Zach Otto	2,505	Sharon Brenner	1,423	Tyler Stewart	1,056
Michael Laramie	9,436	Mark Neilson	4,122	Angel Sanchez	2,505	Patrick Stenglein	1,412	Kyle Wrobel	1,054
Mark Wyner	9,418	Joshua Jackson	4,036	Sharif Grays	2,504	Daniel Umbertone	1,409	Ronald Kutruff	1,054
I-Perfection Harris	9,103	Dorian Brown	4,036	Andrew Bishop	2,476	Carl Nazaire	1,398	Barry Dillah	1,048
William Parmeter	9,085	Danielle Jankowski	3,939	Ryan Fickert	2,465	Alan Silverman	1,387	Kyle Lewicki	1,040
Mark Corkrean	9,066	Michael Mandella	3,855	Dustin Dunlap	2,437	Alexander Dorey	1,384	Charles Diulus	1,039
Robert Dunn	8,877	Emmanuel Villasenor	3,854	Jonathan Emura	2,369	Zbigniew Stankiewicz	1,363	Jamaal Lynwood	1,039
Moswen Taylor	8,839	Darren Miller	3,779	Louis Giogaia	2,352	Jessica Tasky	1,358	Erna Gasanin	1,025
Magda Figueiredo	8,775	Joshua Olin	3,712	Chad Hatfield	2,321	Marian Sertler	1,317	Caleb Douce	1,020
Fritznel Octave	8,620	Amanda Beyersdorff	3,658	Bobby Szwaja	2,313	Mario Chavez	1,317	Phillip Roffi	1,017
Cherie Adams	8,165	Kellen Curttance	3,631	Jodi Bohdal	2,257	Noel Ables	1,314	Baylee Burrowes	1,009
John Ophals	8,161	Troy Plummer	3,588	Jonathan Tomko	2,241	Christine Weatherspoon	1,312	Phillip Rigoli	1,009
James Keefer	8,086	Cody Terrell	3,574	Timothy Watson	2,229	Jessica Wilhite	1,308	Heather English	1,006
William Smith	7,980	Krista Thieme	3,482	Thomas Felicciardi	2,219	Vaine Rere	1,306	Jesse Remby	1,005
Arnold Pacleb	7,863	Souleymane Bah	3,458	Natalie Linker	2,200	Melissa Wartman	1,291	Mark Arrigo	1,004

Leadership Bonus



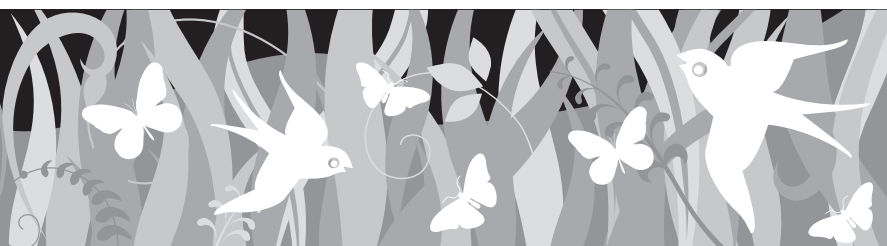
Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Evan Wicklund	\$977	Sara Wonderling	\$703	Heather Eaton	\$531	George Babish	\$391	Gary Bowen	\$283
Nicholas Moore	970	Cameron Cimino	697	Robert Janev	530	Thomas McElwee	389	Chang Saefong	281
Eric LaBossiere	967	Roger Fung	695	Jenna Grula	530	Rodney Mori	388	Anthony Wright	280
Jessimi Lewis	967	Annie Howard	691	Ronald Rennich	526	Sara Gilley	388	Rajeev Arora	278
James Curtis	957	Zakaria Elasri	677	David Farraway	517	Horace Finnikin	387	Thomas Tiller	277
Cory Hobbs	938	Herman Fennell	676	Joshua Fosnight	517	Nicholas Fisher	386	Joseph Veeder	273
Brian Jerome	933	Michael Davis	666	Senelinah Talamaiwaio	516	Justin Schaub	379	Raymon Reynolds	272
Kristian Brennan	932	LaTonya Tucker	665	Ritia Tokahere	515	Daniel Noll	376	Jeremie Dupuis	269
Madai Price	924	Josh Wheeler	657	Chad Potts	515	Donald Dowbor	369	Jonathan Phillips	269
Felix Berger	922	Randolph Souliers	651	Peter Kwiatkowski	501	Matthew Trammel	368	Jeremy Hull	269
Susan Bergh	922	Bradley Gray	645	Richard Barbour	498	Joshua Cosentino	368	Samantha Sliger	268
Daniel Walton	914	Mary Maida Fujii	644	Rocco Zagari	498	Tanner Daves	368	Catherine Gennaro	266
Pamela Altman	912	Darrell Nelsen	643	John Stankoski	495	Daniel Rapp	362	Cameron Severns	264
Keturah Malaykhan	910	Antonio Bond	642	Beau Locker	490	Patrice Amador	361	Christopher Hintz	264
Robert Nolan	908	Danielle Cardello	640	John Reeves	488	Marc Salvaggi	356	Luciana Mosca	262
Scott Davison	905	Brookalyn Stillwagon	638	Linda Jackson	488	Mark Harper	355	Brandi Hershey	260
Robert Reagan	899	Valen Eberhard	637	Derron Alexander	479	Gregory McDuffie	354	Jahara Lewis	258
Brenton Betts	899	Danielle Arena	635	Reza Zabihi	478	Carl Smith	348	Joy Horcajo	256
Kevin Ristau	874	Carrie Bowman	634	Lalitha Janardhanan	478	Craig Duletzke	347	Kevin Rendon	253
Mark Ziemianski	871	Jason Green	633	Pamela Furuya	476	Matthew Lukesh	347	Miki Bartolome	252
Andre Bent	864	Benjamin Ainscough	633	Kathleen Barnes	475	Leland Smith	346	Tarisa Tooke	252
Donna Trotta	853	Amy Smith	618	Kyle Taylor	475	Raymond Ochoa	345	Michael Polakowski	244
Katharine Myers	851	Astrid Cartagena	613	Jacob Frasier	473	Stephen Kemper	341	Sara Vaz	243
Aaron Ralston	844	Marcus Noel	612	Kiriraukawa Hayward	471	Dwelyn Smith	338	Rita Charles	242
Dan Nebraski	841	Michael Cloherty	606	Patrick Rieger	465	Rovie Vanhtha	338	Amanda Zophin	242
Debra Hunter	828	Michael Burningham	606	Cole Murphy	465	Phillip Williams	338	Aaron McLean	240
Earl Phillips	828	Steven Rotherforth	606	Lynda Gleeson	463	Scot Gates	337	Joseph Oddo	237
Amber Burchett	816	Erik Boyd	605	Jack Wang	461	David Hawkins	329	Natasha Hankins	234
Christopher Favor	800	Teo Underhill	600	Casey Cash	460	Kasey Schultz	329	Craig Shaw	231
Prentiss Parker	797	Nitesh Bhogaraju	597	Brandon Baker	457	Carissa Van Wagenen	329	Joseph Messina	231
Alexander Keats	796	Jonathan Santiago	595	Kimberly Alston	453	Dante Beasley	329	Dominic Park	230
Christopher Kennedy	789	Diego Arangopuerta	594	Virgil Watson	452	Ayman Elsalhy	324	Nicholas Powell	228
John Bacaron	780	Dexter Phillip	594	Keith Coscia	451	Shelly Cullen	324	Dustin Edgell	228
William Myatt	780	Kalle Convery	587	Nicole Conrad	450	Alex Hernandez	323	Paul Kelly	226
Amr Shater	778	Richard Dyer	585	Scott Smith	447	Rodney Wilson	322	Lydia Smith	225
Alisha Armand	771	Jarred Sykes	585	Lisa Heyman	447	Christopher Chovanec	318	Hector Sartori	224
Phillip Jenkins	769	William Howard	582	Vatapuia Vavau	446	William Buck	316	Puhi Pivac	223
Matthew Marchitto	766	Brodie Fischer	579	Ransay Vazquez	446	Mia Seagraves	313	Kevin Appasamy	223
Alisi Sanalio	761	Lorenzo Lameko	578	Aaron Booth	442	Maria Ramirez	312	Lawrence Reardon	219
Philip Russo	761	Burnette Hughes	576	Andrew Pratt	436	Franklin Quezada	311	Kody Kramme	216
Elizabeth Lo	760	Zachary Ledyard	576	Christopher Osborn	433	Ricky Jenkins	309	Nicholo Arceo	215
Sean Kiersztytn	760	Billy Northington	573	Luay Ghawi	432	James Aalders	306	Lora Beronja	213
Eric Trautloff	755	Avram Pinto	572	Alvin Massenburg	430	Amelyn Baniqued	306	Scott Ramsey	209
Sione Aholoka	750	Eric Ebbitt	565	Pon Mom	429	Levi Stearns	305	Ryan Hernandez	208
Jordan Freeman	746	Allen Nelson	562	Zachary Frentsos	429	Bradford Stone	303	Khaled Kenawy	207
Daniel Fifita	743	Mark Glazer	561	Javier Arce	427	William Shockley	302	Angel Arista	206
Thomas Baeurich	742	Christopher Madsen	561	Jonathan Laaker	424	Jackson Etienne	298	John Sikora	205
Ruben Santillana	740	Stephen Creaghan	560	Jovani Chappel	424	Phyo Phyo	296	Brandon McCrea	205
Bernard Oliphant	737	Meakie Grice	550	Joshua Davidson	424	Jacob Brockmann	296	Gyad Ferguson	204
Ronnie Patea	735	Anita Ferris	548	George Baumberger	423	J F Musgrave	296	Christopher Daniels	203
Reynolds Akuamo	734	Paul DeRenzo	547	Marcus Guyton	409	William Flournoy	293	Chun Wang	201
Edona Hughes	718	Violetta Goldman	545	Christina Black	408	Lakeytha Murray	292	Tiffany Madsen	200
Nigel Crowe	715	Aaron Haynes	539	Joseph Schneider	405	Fabian Mundaca	291	Bradley Kampmeier	200
Gregory VanSuch	714	Stephen Jeung	539	Andrew Paogofie	404	Karen Parson	289		
Giancarlo Altube	713	Ryan O'Malley	537	Robert Ross	402	Rory White	288		
Felicia Price	708	Carla Miller	536	Christopher Follestad	400	Minh Phung	283		
Matthew Ficarra	707	Sheree Risley-Aragon	533	Peter Fournier	392	Ali Rothbaum	283		

World's Greatest Bonus

Total: \$1,504,960

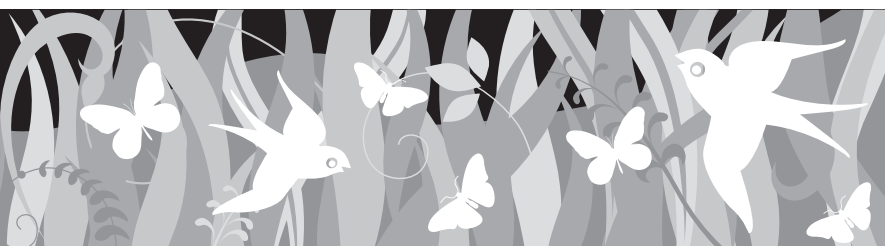
Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Alan Sedaghat	\$8,158	Andrew Sunkin	\$2,235	Ofa Tauelangi	\$1,752	Maria Alcon	\$1,545	Jason VanEckelen	\$1,372
Katie Massart	5,839	Violetta Goldman	2,229	Kaitlyn McDougle	1,745	Alejandro Torruella	1,539	Catherine Gennaro	1,371
Tone Munro	4,879	Michelle Crowe	2,223	Eddie Dhillon	1,738	Stephen Darrington	1,538	Felicia Traylor	1,371
Max Quasem	4,825	Peter Kaplanis	2,208	Gordon Biggums	1,737	Christine Augustus	1,535	Aiman Mousa	1,370
Ryan Bisanz	4,743	Paul Mariotti	2,206	Jimmy Tchen	1,735	Paul Kelly	1,533	Lamar Livingston	1,369
Lily Tchen	4,567	Fritznel Octave	2,192	Stephanie Novel	1,724	Nicholas Rogers	1,531	Sarah Garrett	1,367
Mauselie Dor	4,405	Thomas Crutcher	2,181	Jun Ma	1,724	Benjamin Goldberg	1,530	Steven Sparkes	1,364
Amy Shui	4,351	Noel Rose	2,180	Roberto Nieves	1,721	Irvin Johnson	1,525	Mark Diebolt	1,362
Robert Richman	4,342	Ross Ewen	2,178	Jacqueline Kosalek	1,717	Tony Geer	1,522	Ethan Weidman	1,361
Terrence Asuncion	4,028	Ronald Rivera	2,170	Joey Sales	1,712	Evelyn Nkwenti	1,515	Howard Dotson	1,359
Tevita Tupouniua	4,002	Leah Stoltz	2,164	Omar Hashimi	1,707	John Farley	1,513	Ahmad Abdollahzadeh-Parsa	1,357
Paul Freeman	3,959	Michael Cloherly	2,163	Tiffani Joseph	1,703	Karlea Jackson	1,505	Tabetha McLemore	1,350
Lee Jeffers	3,559	Meakie Grice	2,160	Wendy Sotelo	1,697	Lawrence Reardon	1,504	Victor Restrepo	1,348
Jesusdieu Portilus	3,558	Kelly McDonald	2,123	Lawrence Hauck	1,696	Josef Kijewski	1,502	Bobby Szwaja	1,347
Samson Adelufosi	3,525	Vaimalaala Taufa	2,107	Natain Stam	1,694	Michelle Simons	1,498	Michael Beckelhymer	1,345
Roosevelt Jeanty	3,502	Yegishe Shakaryan	2,091	Eric Thompson	1,689	Jinzhou Zhao	1,496	Lorena Soto	1,344
James Keefer	3,494	Justin Germany	2,090	Godfrey Goodrich	1,686	Richard Carter	1,495	Andrzej Sertler	1,344
Samvel Tigranyan	3,385	Joshua Cook	2,076	Benjamin Ainscough	1,682	Matthew Query	1,491	Johna Ryan	1,342
Erez Shabtay	3,347	Mark Lomonaco	2,074	Ryan Bisson	1,680	Jennifer Wehrle	1,486	Shawn Farkas	1,335
Joshua Dishong	3,115	Renee Tomlinson	2,055	Jessica Rights	1,673	Carolyn Bogle	1,486	Rory White	1,332
Christopher Vasu	3,108	Ryan Kendl	2,031	Ryan Smith	1,662	Gabrielle Harris	1,484	Derek Franc	1,331
Francois Telfort	3,081	David Fung	1,994	Scott Remmey	1,661	Jessica Sanchez	1,472	Chena Blair	1,330
Rebecca Najlis	3,006	Michael van Delft	1,992	Eric Peyton	1,659	Douglas Zigby	1,471	Unique Hunnicutt	1,329
Dustin Dunbar	3,002	Sione Maumau	1,987	Linda Jackson	1,659	Kevin Colyer	1,470	Daniel Bauer	1,327
Mark Bleier	2,991	Michael Stuver	1,972	Rajeev Arora	1,652	Shelly Cullen	1,463	Kalynn Walpole	1,325
Daniel Toshner	2,981	Jean Joseph	1,960	Samuel Viner	1,649	Ikani Fifita	1,463	Viktoria White	1,322
Beth Snow	2,947	Carmela Pellen	1,946	Robert Ringelsten	1,649	Mark Neilson	1,463	Christopher Ercolani	1,321
Maijargal Sukhbaatar	2,893	Nicole Cox	1,945	Karen Sessing	1,648	Matthew Foster	1,455	Jodi Bohdal	1,320
Andrew Cavicchi	2,891	Roosevelt Wilson	1,934	Daniel Bernard	1,646	Karen Gaskin	1,455	DeAnthony Hartman	1,318
Luciana Mosca	2,845	Amber Resendiz	1,911	Jesse Remby	1,640	Kelly Hassert	1,450	Marcus Moody	1,313
Roghie Hassan Loo	2,822	Caleb Longley	1,909	David Ramirez	1,639	Kasali Kotun	1,450	Carissa Van Wagenen	1,302
Kristi Vang	2,799	Carolyn Havens	1,906	Tyler Stewart	1,636	Bernardo Estevez	1,449	Richard O'Brien	1,300
Denise Hewison	2,783	Larry Long	1,893	Magalene Price	1,634	Hannah Foster-Blaszzyk	1,443	Nicholas Clark	1,300
Kelly Roschbach	2,732	Farid Hameditoloui	1,887	Rashaan Elam	1,629	Anthony Mele	1,436	Naomi Staples	1,299
Bruce Tan	2,706	Mahiyar Vazifdar	1,886	Niurka de Armas-Duran	1,629	Tannielle Pirtle	1,426	Olga Tsymbal	1,295
Joanna Dumas	2,696	Cameron Cimino	1,872	Melvin Arritt	1,626	William Cline	1,425	Polina Philbin	1,290
Gregory Hayman	2,665	Daniel Posner	1,866	Raishaun Stover	1,621	Blake Hallman	1,424	Deborah Parnell	1,288
Richard Luzaich	2,663	Steve Marker	1,864	Connie Reichard	1,617	Lesina Ah Sue	1,423	Monty Pratt	1,287
Thomas Dolin	2,624	Joey Kennedy	1,863	Curt Snow	1,615	Shawwna Rocklein	1,422	Timothy Cruise	1,287
Nicholas Moore	2,494	Alex Gonzales	1,863	David Piro	1,610	Jason South	1,421	Douglas Yoder	1,285
Brock Lampee	2,455	Karen Cheng	1,862	Jessica Silver	1,596	Pamela Hacker	1,420	Salafai Elisara	1,283
Jeno Harris	2,454	Santino Attanucci	1,857	Paul DeRenzo	1,593	Michael Burningham	1,414	Michael Iammarino	1,282
Roger Watkins	2,450	Mark Harhager	1,830	Timothy Schultz	1,583	Chris Robbins	1,406	Joseph Figueroa	1,281
Eugene Kashkin	2,445	Horace Johnson	1,824	Zulfikar Bhukera	1,582	Laura Thornton	1,404	Stephen Jeung	1,279
Ronnie Ramirez	2,438	Corey Lavigne	1,816	Michele Angelini	1,579	Barbara Stillwell	1,403	Albert Serur	1,278
Christina Nunez	2,425	Thomas Tulowiecki	1,815	Robert Ulreich	1,578	Gian-Paolo Diberardo	1,402	Javier Lopez	1,276
Larry Giddens	2,419	Lindsay Hunt	1,805	Dee Drake	1,574	Carlos Myers	1,400	Crystal Reeves	1,276
Dustin Klingebiel	2,392	Ransey Vazquez	1,797	Michelle Verbit	1,571	Daniel Oses	1,399	Tibor Simon	1,267
Sathnarine Kumar	2,376	Jaman Testerman	1,793	Scott Florin	1,571	Kevin Ishikane	1,399	Denise Berrios	1,267
Michael Schumacher	2,368	Herivelto Pereira	1,787	Angela Waller	1,552	Lazarus McRae	1,396	Meliitause Matafeo	1,266
Matt Flores	2,340	Aaron Dunlap	1,784	Cherri Xie	1,551	Rob Speers	1,396	Victoria Bolognese	1,264
Dominic Okonta	2,337	Brian Hutchings	1,768	Teo Underhill	1,548	Antonio Reyes	1,394	Sani Masuini	1,259
George Lahamedjian	2,271	David Kirst	1,768	Brian Willis	1,548	Sandra Linse	1,394	Austin Soboleski	1,258
Melissa Losk	2,262	Kelly Dickson	1,764	Christopher Butcher	1,547	Arthur Westergren	1,392	Helen Taylor	1,257
Cynthia Sittig	2,248	Graeme Orr	1,761	John Allen	1,547	Sara Gilley	1,389	Theresa Bellajaro	1,255
Keith Litterst	2,247	Bernardo Lopez	1,756	Jamie Perse	1,546	Daniel J Johnson	1,377	Kori Firmin	1,251

World's Greatest Bonus



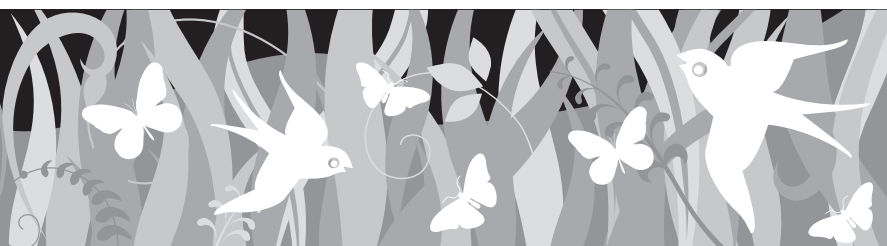
Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Gregory McDuffie	\$1,247	John West	\$1,153	Andy Jaikaran	\$1,046	Craig Strompf	\$970	Dave Barker	\$903
Jesse Wise	1,247	Tari Carter-Pruitt	1,153	Diane Masuini	1,044	Daniel Armstrong	970	Frederick Williams	901
Tara Trust	1,246	Sean Grant	1,152	Ben Carpenter	1,043	Jerry Forman	966	Janae Gallo	900
Christopher Buonanni	1,244	Daniel Umbertone	1,149	Prabesh Shakya	1,042	Willie Hayden	964	Ileana Rosas	898
Bianca Williams	1,244	Natalie Soboleva	1,145	Michael Johansen	1,041	Chad Potts	959	Brenda Howell	894
Samneang Prom	1,242	Maria Ramirez	1,144	Jacqueline Reim	1,040	John Palmieri	958	Sheree Risley-Aragon	894
Jesse Spencer	1,241	Kennedee Blanchard	1,144	Abraham Nammur	1,038	Tamecka Dixon	957	Jacob Mullins	894
Andrea Solzman	1,241	Mia Seagraves	1,142	Brenton Betts	1,037	Kaitlyn Good	957	Aleta Coleman	893
Gabriel Fuentes	1,240	Colleen Stansu	1,142	Chang Yeung	1,036	Agatha Safford	954	Julie Aprahamian	892
Danielle Cardello	1,237	Jose Guerreiro	1,139	Robert Nolan	1,034	Matthew Wilder	952	Mark Szematowicz	892
Ivan Scott	1,232	Brian Jerome	1,138	Michelle Kyles	1,030	Chris Johnson	951	Kimberly Riley	892
Ronald Knight	1,231	Dalissa Clemons	1,138	Zachary Kimble	1,027	Cbyrd Lucas	949	Joseph Oddo	891
Kevin Haines	1,221	Gabriel Feldmann	1,133	Margaret Armstrong	1,026	Peggy Collins	949	Sean Todd	889
Tracy Langi	1,219	Lakeytha Murray	1,132	Vatapuia Vavau	1,025	Karina Valencia	948	Jennifer Sassenus	889
John Holstein	1,218	Ayman Elsalhy	1,131	Jordan Powell	1,023	Jordan Powell	945	Sarah Buenafe-Brennan	889
Franklin Quezada	1,213	Carly Ferraro	1,129	Charles Diulus	1,022	Jose Ramery	944	Joseph Mathis	888
Christopher Brook	1,212	Bryan Czerwinski	1,128	Erica Gutierrez	1,021	Jeffrey Pearce	943	Charley Forshee	887
Nicole Maillet	1,212	John Boyle	1,120	John Gardner	1,020	Markena Ward	942	Kristin Bowen	887
Don Tong	1,211	An An	1,115	Orin Langberg	1,016	Angela Leper	942	Starlet Luczon	886
Alan Lyons	1,208	Trena Wallace	1,115	Kasey Schultz	1,015	Anthony Rizzo	941	Pon Mom	885
Jean-Francois Diotte	1,205	Haley Drayer	1,113	Kevin Appasamy	1,014	Gerald Corrigan	941	Drew Hoffman	885
Claudine Fatima Martin	1,202	Dean Jensen	1,112	Nathan Luscombe	1,014	Christopher Parlapiano	939	Daniel Fifita	884
Corinne Wagner	1,200	Matthew Abdo	1,106	Israel Wizenfeld	1,011	Carlo Buhay	939	Shelby Robinson	883
Jarrell Jackson	1,199	Arthur McDonald	1,105	Charles Njoya	1,010	Jennifer Riedmaier	939	Aaron Hines	882
Matthew Caternolo	1,198	Sean Dycus	1,100	Jeffery Namey	1,009	Edgar Zabalza	938	Brandon Smith	881
Cheng Chang	1,195	Bobby Parker	1,099	Timothy Frederick	1,008	James Crespin	933	Victoria Perea	879
Melinda Korb	1,194	Krysta McFarland	1,098	Grant Coy	1,007	Kim Nguyen	932	Howard Lapidos	878
Ronald Baldwin	1,193	Derron Alexander	1,096	Brandon Metzner	1,006	Henry Hill	931	Emilio Lopez	873
Raymond Ochoa	1,191	Hoang Cooke	1,091	Desseire Fahie	1,005	Yvette Nelson	929	Justin Lerch	872
Patrick Knouse	1,191	Hector Carrillo	1,090	Amanda Zophin	1,004	Vakhtang Nazaryan	927	Joseph Ruhl	871
Andrea Phelps	1,190	Kaci Davis	1,088	Natasha Campbell-Richardson	1,004	Normand Franco	926	Mohammed Moalawi	871
Gabriel Manzo	1,186	Selmira Gomez	1,085	Jose Lopes	1,003	Dorothy Watkins	926	Oscar Portillo	870
Yovanna Ortiz	1,186	Andrew Whitely	1,076	Kelly Yingling	1,002	Jacob Dachauer	923	Tammie Koy	870
Elyse Bryan	1,186	Evan Wicklund	1,076	Amanda Andre	999	Tiffanie Reed	923	Travis Self	868
Bryan Phillips	1,185	Nicholas DeFeo	1,075	Thomas Strickland	999	Robert Simmen	921	Peter Fournier	868
Matthew Girard	1,181	Kevin Grenoble	1,075	Daniel Tiffe	997	Donald Wold	920	Rodney Wilson	866
Stephanie Ellerton	1,180	Craig Blankenship	1,073	Michael Shaba	997	Jarvis Bills	920	Jian Wang	866
Kevin Fitzpatrick	1,180	Anthony Sava	1,073	Erin Walters	996	Robert Chernouski	919	Rafael Spratling	866
Sherie Duvall	1,176	Michael Pugh	1,072	Thelma Lambert	993	Kelly Cruse	919	Andrew Erker	865
Katie Cetina	1,172	Mikhail Kodesh	1,072	Jennifer Sustache	992	Milan Kucera	919	Abby Hermanson	865
Madai Price	1,172	Darnell Alboro	1,070	Edona Hughes	990	Alfredo Hung-Lam	918	Zaid Jian	864
Jennifer Penny	1,172	Drew Frazier	1,069	Juan Jones	990	Liliya Hrabar	916	Aleksandra Parizher	864
Daren Brown	1,170	Aldina DaRosa	1,065	Melyssa Wells	987	Lindsay Gjerde	915	Jonathan Hobbs	863
Adam Field	1,169	Samy Jacques	1,063	Jacqueline Mesias	984	Scott Wheeler	912	Erika Cannady	862
Gary Bowen	1,167	Jonathan Morgan	1,061	Anne Strayer	983	Kingsley Tazinya	910	Terrence Graves	861
Margarite Davidian	1,167	Robert Ross	1,060	Carl Smith	982	Akbar Hosseini	910	Ronnie Knight	859
Cody Felder	1,166	Sally Wilson	1,059	Dawn Montgomery	980	Lorette Hines	909	Aryan Achary	858
Alex Rozotto	1,165	Samotta McKeever	1,054	Seluvaia Tonga	980	Jessica Jasinski	908	Jessica Spayde	855
Skeeter Lake	1,161	Gregory Johnson	1,053	Matthew Starr	979	Joseph Messina	907	Todd Rinehart	855
Jeffrey Keyes	1,160	Chad Richardson	1,053	Angeline Kasinski	979	Keith Coscia	907	Desiree Ruiz	855
Dawn Selden	1,158	Graham Miller	1,053	Julian Brown	976	Treston Teague	906	Timmy Sorensen	852
John Jacobs	1,157	Maria Diringer	1,051	Megan Metcalf	975	Andrew Melanson	905	Hal Adcock	851
Noman Nawaz	1,156	Betty Hewlett	1,049	Kayla Lopez	974	Brian Gillenwater	904	Ronald To	851
Robert Zacharias	1,156	Matthew Marchitto	1,049	Bradley Wetzal	973	Rafael Vargas	903	Paavo Cymanow	848
David Moir	1,155	Semir Mulic	1,047	Tarlochan Singh	972	Jeffrey Nieves	903	Suzanne Fisher	848
Timothy Durr	1,155	Justin Carroll	1,046	Eunice Viliua	972	Tautiaga Gaina	903	Terrence Williams	847

World's Greatest Bonus



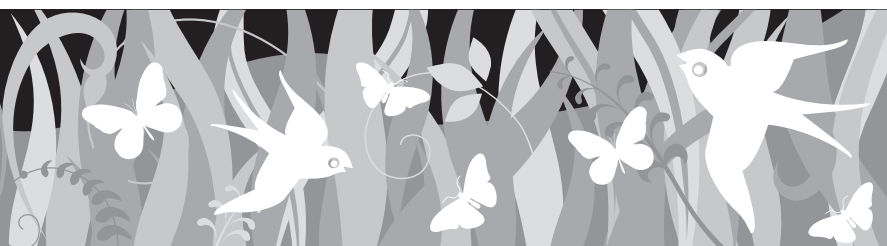
Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Bradley Weigand	\$845	David Schanuel	\$792	Mary Maida Fujii	\$737	Deangelo Jackson	\$690	Kimberly Morvant	\$653
Sharon Ripaki	843	Joseph Veeder	792	Jordan Wong	737	James Summers	688	Danielle Scott	653
Anthony Batista	843	Mickenzie Linse	790	Isaiah Matafai	736	Robert Ware	688	Jose Mondaca	652
Rodney Johnson	843	Leroy Simpson	790	Drew Stewart	735	David Brockman	688	Kenneth Johnson	652
Brodie Fischer	842	Brendyn Muise	789	Patrick Fowler	735	Floyd Musgrave	688	Austin Osier	650
Craig Shaw	839	Erin Moore	787	Tasha Tucker	734	Ty Daniels	687	Andre Bent	648
Joshua Ybarra	838	Ricky Jenkins	782	Lisa Kahan	733	Tiffany Taylor-Robinson	685	John Nguyen	644
Shawn Wildman	837	Bessie Hauwaho	782	Steve Svendsen	733	Tyler Hagy	685	Harrynarine Ramoutar	643
Michelle Castaneda	837	Sean Flagler	782	Clarence Glover	732	Whitney Wilson	685	Nathan Alfred	642
Liliana Avila	837	Eluerecia Guzman	781	Daniel Strecker	732	Joshua Fitzgibbon	685	Frank Vehafric	641
Brandi Graff	835	Alex Grakhov	780	Bradford Stone	730	Eric Hidy	685	Bernard Oliphant	641
Mosese Lauti	835	Nadezhda Vitchev	780	Lisa Gomez	729	Elyse Koven	685	Derek Hamm	641
Zachary Bradshaw	835	Iesha Billings	778	Charles Ferrari	728	Caroline Robichaud	683	Jerrod Milne	640
Joshua Law	833	Jorge Guerra	778	Brenton Harper	728	Juan Sosa	682	Scott Mersing	639
Tuan Tran	833	Eric Johnson	777	Amy Smith	727	Kyle Karaba	681	Cherylece Watkins	639
Shannon Ahlman	833	Casey Sperzel	777	Rebeckah Pio	725	Lafi Papalii	681	Jeremy Sherman	638
Nicholo Arceo	832	Theresa Perea	776	Noy Sayavong	724	Carol Stewart	681	Leslie Senter	637
Christal Lipsey	828	Keith O'Brien	776	Sean Wampler	723	Bruce Kaminski	679	Henry Getz	637
John Conard	828	Derek Dillard	776	Kyle Rhodes	723	Derek Daviage	678	Jeffrey Boland	637
Jennifer Holliday	827	Robert Biser	774	Danessa Seward	719	Natashia Zimmerman	677	Marissa Booth	637
Sean Kiersztyn	827	Orett Nelson	774	David Rodrigues	717	Cynthia Wizenfeld	677	Patrick Matson	636
Kierra Goodwin	826	Oscar Ortiz	774	Danielle Gennaro	716	Levi Carpenter	674	Melissa McCartney	636
Mercedes Lloyd	826	Andrew Helgeson	773	Nicarus Baez	713	Gregory Eaton	674	Preston Foster	635
Chelsie Taylor	826	Anthony Ross	772	Jatinder Hundal	711	Ann Ford	673	Mark Arbelo	634
Larry Finch	825	Ian Lindo	772	Patosina Winterstein	711	Douglas Buhl	672	Laaina Havea	634
Rosendo Acevedo	825	Chasity Wells	770	Kyle Jordan	711	Marcus Street	671	Alfredo Orozco	634
Bertrand Joseph	824	Courtney Moore	769	Monica Kayano	711	Jamie Winters	670	Andrew Weber	634
Randy Schubert	824	Kolby Keller	764	Miles Yoshida	710	Orlando Brewer	670	Nicholas Apke	633
Donald Weaver	823	Iman Masboob	762	Joseph Walaan	710	Ginnie Mae Factor	670	Melissa Cadwallader	632
Brandon Taylor	822	Maribeth Zaferopolos	761	Angela Giazzon	709	Keith Flagler	669	Aaron Javier	632
Ricardo Garavito	822	Tracy Vo	760	Brian Chuckran	708	Luis Bigit	668	Maurice Hawkins	631
Jason Taybron	821	Amanda Oravetz	758	Kalle Convery	708	Marie Karky	667	Iley Joseph	631
Serge Rosemond	821	Ryan Ward	757	Matthew J Wickman	707	Michael Hicks	667	Nicholas Dinneen	630
David Clarke	818	Kyle Bradshaw	755	Nicholas Guzman	706	Nathaniel Durkin	667	Daniel Brown	630
Meredith Divita	818	Joy Nardone	753	Victoria Wippich	706	Jose Carvajal	666	Sonja Moss	628
Jack Croxall	817	Linda Henke	752	Levi Stearns	705	Pelenatete Lamsam	665	Ismail Mori	627
Garret Kun	817	William Shockley	752	Matthew Crossman	703	Glen Latona	665	Christie Blair	627
James Schneider	816	Lora Beronja	752	Shawn Lewicki	703	Carlos Lopez	665	Philip Abramovitz	627
Phyo Phyo	816	Courtney Gordon	752	Dale Seigfreid	703	Ryan Hernandez	665	Stephen Jensen	626
Mark Hart	815	Merryjane Sivas	751	Debbie Moke	702	Reggie Molina	664	Victor Rodos	623
Hensley Wagner	815	Richard Dorsey	751	Marko Jankovic	702	Desmond Motley	664	Kevin Lenford	623
Joseph Hedborn	815	Kevin Rogers	750	Elifranc Deus	702	Mary McCormick	663	Katherine John	622
Nicole Nelson	809	Kevin Gallino	748	Jack Keiderling	701	Megan Laird	663	Roberta Arias	622
Jamar Willis	807	Anand Jailall	746	Raquel Baldwin	701	Keith Flanagan	662	Michael Crispo	621
James Aalders	807	Jonathan Culbertson	745	Jack Steel	701	James Griffiths	661	Andrew McCarthy	621
Philip Walters	804	Erin Allen	745	Linda Veasley-Payne	698	Makenson Jean	660	Mark Ziemanski	621
Al-Karim Walji	804	Maren Conway	745	Larry Chick	698	Naomi Derkatch	660	Franklin Faulds	621
Rita Charles	803	Christopher Earle	743	William Howard	697	Ali Rothbaum	659	Kenneth Demesme	618
John Cochrane	801	Walter Peters	742	Justin Fisher	697	Jason Ragland	659	Stratford Goodwin	618
John Whelan	801	Erna Gasanin	742	Kelly Ryan	695	Daniel Jones	658	James Franklin	617
Andrew Fredrick	799	Marc Salvaggi	742	Tara Weisz	695	Mohamed Tawfik	658	Mauricio Rodriguez	617
Robert Thompson	798	Janice Moseychuck	742	William Park	694	Ryan Kissling	657	Zac Dajos	616
Cory Teschendorf	797	Eileen Ogle	741	David Solomonov	693	Sudhir Patwardhan	656	Dwight Gradolph	615
Andrea Chancey	797	Blake Barit	739	William Hall	691	Joseph Meduri	654	Bobby Gengler	613
Hakan Ozalpasan	794	Melissa Wartman	738	Scott Flaherty	691	Lauren Steed	654	Vivian Beazley	612
Lane Raney	792	Joshua Keller	737	Avram Pinto	690	Mieka Singleton	653	Kelly McLeod	612

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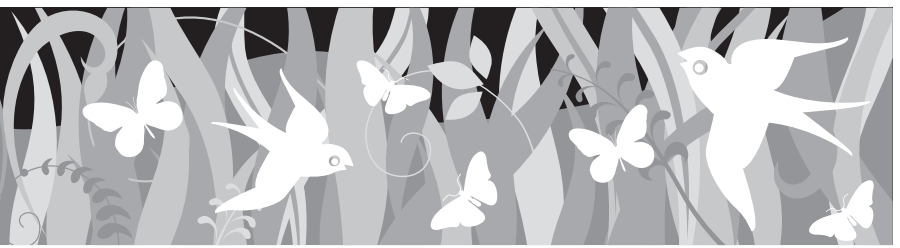
Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Zachary Griffith	\$612	Rajendra Narine	\$582	Kristy Nguyen	\$541	Alfredo Moran	\$505	Boon Chan Vang	\$471
Kiriraukawa Hayward	611	Travis Gates	582	Hunter Houvener	539	Khaled Kenawy	505	Raymundo Torres	471
Gregory Pelc	611	Ravone Royster	577	Meggin Fedor	538	Andi Ramazani	505	Dustin Stadie	470
Robin Aalderink-Page	610	Maria Esposito	576	Pujay Shrestha	537	Marc Gonacha	503	Jehangir Mirza	470
Ashley Roth	608	Edward Davidson	576	Earl Gibson	537	Stephen Norman	502	Christopher Phoenix	470
William Patterson	607	Deanna Wright	576	Rosemarie Filippelli	537	Tien Nguyen	502	Julie Jimenez	470
Camellia Richardson	606	Bradley Deran	576	Michael Shatravka	536	Paula Cox	501	Vishwanath Sankaran	469
Lance McGraw	606	Tracie Prado	575	Matthew Wolfe	535	Shawn Huffman	501	Robert Pendleton	469
Joshua Cosentino	606	Cheryl Rodriguez	575	Martell Ross	532	John Wytrychfrasco	500	Richard Miller	468
Abram Burns	605	Thonny Neret	575	Joshua Franco	532	Dulce Garcia	499	Travis Wissman	467
Courtney Lewis	604	Toakase Tongotongoakoteu	575	Michael Woo	531	Heather Wagner	498	Rachyle Stansell	467
Tamara Hughes	604	Donald Fogleman	573	Ritia Tokahere	530	Jason Yousef-Zadeh	495	Christopher Weglarz	467
Shaimaa Diraz	603	Christopher Fields	571	Lisa Anderson	529	Diane Carrión	494	Kenneth Ryan	467
Steve Tran	602	Samantha Shaw	571	Karen McQuoid	528	Scott Potter	494	Andrew Wagenknecht	467
Staci Meckler	602	Elizabeth Barker	571	Karen O'Toole-Benoit	527	Charles Belt	493	Megan Chertoff	467
Felicia Muniz	602	Carissa Myers	570	Seletuta Fataalii	527	Masele Feterika	493	Jorell Washington	465
Ibrahim Bah	601	Mallory Steele	569	Dawn McClara	526	Lynette Brodie-James	492	Cecil Johnson	465
Louis Stephan	601	Joseph James	568	Leeanna Foster	526	Angela Latimore	492	Kimberly Sheffield	464
Elizabeth Westbrook	601	Leonard Capucilli	568	David Lee	525	Jonathan Jones	492	Mildred Lipa	464
Jay Meyer	601	Michael Shemas	568	Michael Lipetri	524	Sokol Fazliu	492	John Hoselton	464
Dustin Brooks	601	Reid Benincasa	568	Angelique Gallion	524	Minnie Lee	492	Scott Simrall	464
Richard Conner	601	Yvonne Zarathustra	566	David Friley	524	Susan Marchese	490	Jacob Boyce	463
James Teyssier	600	Lori Dacyk	566	Ruta Tyrell	522	Antonio Bond	490	Nathan Thompson	463
Joseph Hagerman	599	Isaac Frausto	566	Fred Goetz	522	Denis Burk	489	Robert Cook	463
Michelle Rondez	599	Dmitriy Naumenko	564	Rigaud Paul	521	Regina Robards	489	Jacob Kozlow	462
Tewai Tepuke	598	Tamia Woods	564	Isaac Hernandez	521	Shane Scheel	488	Zbigniew Stankiewicz	462
Momodou Jallow	598	Brennan Cook	563	Judith Davis	520	Wallace Lanier	488	Dustin Kiss	461
Ernest Rowe	597	Spencer Rowland	563	Charles McMain	518	Michael Geary	488	Lawrence Jackson	460
Scott Crall	597	David Baker	562	Melissa Ceresoli	518	Michael Groom	487	Jason R Smith	460
Dean Schmitt	597	Noah Waldman	561	Christina Black	518	Mario Andres Chavez	487	Charles Hood	460
Stacie Spires	596	Leon Arline	560	Penny Reineck	518	Johanna Baxter	487	Michelle Dupuis	459
Faryn Ingram	594	William Charnow	560	Core Scott	517	Benjamin Mancillas	486	Luz Torres	459
Puhi Pivac	593	Yanira Carrillo	560	Janice Welsh	517	Gregory Feocco	485	Tyler Pitau	458
Nehemiah Lucas	593	Thomas Tiller	559	Kevin Hicks	517	Travina Pomare	485	Nectaria Horos	456
Shawn Benninger	591	Tina Phongsavath	558	Deborah Matott	517	Kim Vance	484	Michael Romeo	455
Ciera Delgado	591	Danielle Ayer	558	Peter Deverna	516	Brent Penno	484	Jonathan Tomko	454
Valen Eberhard	591	Darren Kwong	556	Bryan Czajkowski	516	Janalee Westbrook	483	Dason Phaul	454
Janessa Burden	590	Sara Vaz	556	Jason Capizzi	515	Darryl Johnson	483	Benton Tong	454
Patrick Seawright	590	James Hooper	555	Wendy Mikkelsen	514	Reilly Miller	483	Phillip Williams	452
Natasha Hankins	589	Jong Song	554	Glenda Davis	513	Timothy Byrnes	481	Larry Peppard	452
Scott Schwartzkopf	588	Dejuan Weatherall	553	Candi Lau	513	Eduardo Barrantes	481	Kenneth Fredieu	452
Donald Skaggs	588	Jacob Unger	552	Glyn Hurst	512	Joyce Printis	481	Natalene Burgoyne	452
Ian Cary	588	Willie Caughman	552	Manuel Resendes	512	Richelle McCrory	479	Charon Wiseman	451
Aja DeVore	588	Carlo Torres	552	Theodore Greer	511	Kyle Engel	478	Cornelia Smith	451
Kyasha Alston	588	Les Swain	552	Paramjit Sangha	511	Karen Kost	478	Beverly Smith	451
Robert Taraska	587	Tyler Dean	551	Markeia Brown	511	William Joyner	477	Sara Wonderling	451
Christopher Williams	587	Cynthia Wilhelmi	549	Tyrecia Dawes	510	David Campbell	477	Alan Pazmoran	449
Gina Flores	586	Mesu Vang	549	Alex Elledge	510	Christopher Sheffield	477	Joshua Hill	449
Joshua Greenwood	586	Amy Slokan	549	David Riddle	510	Austin Cheley	477	Warren Hovencamp	448
Cheung Vue	585	Pedro Pizarro	548	Nickolas Kiriakakis	509	Samuel Michel	476	Lydia Smith	448
Dorothy Bland	585	Larry Pittman	545	Christian Aguilar-Johnson	509	Matthew Conrad	476	Ruben Santillana	447
Giovanni Susini	584	Allister Cole	544	Peter Quirin	509	Joshua Smith	476	Todd Engelson	447
Denice Copp	584	Claude Craig	543	Jenny Patterson	509	Sarah McCoy	475	Jackie Brock	447
Timothy Hooker	584	Karen Parson	543	Chenoa Baker	507	Michael Greer	475	Nicole Epstein	445
Mahir Khalaf	583	Cameron Monroe	542	Dylan Fisher	506	Alvin Hagens	474	Staci Daggett	445
Maurice Baritz	582	Holly Cook	542	Julie Wells	506	Elizabeth Lopez-Colon	474	Debra Hunter	445

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Jordan McQuaid	\$444	Judy Bray	\$420	Chavonne Truitt	\$398	Dominique Vacheresse	\$375	Stephen Myers	\$352
Allyson Guerin	444	Rolando Mararac	420	Shayla McGraw	397	Christopher Darby	375	James Johnson	352
Nicole Tohme	444	William Crawford	419	Matthew Miller	397	John Angstadt	374	Bryan Mazur	352
Johanna Bilbes	443	Jason Kleist	419	Zachary Locuson	397	Peter Mello	374	Tammy King	352
Christopher McMenomy	443	Hayden Schumacher	419	DeMarcus McNeil	396	Matthew B Wickman	374	Natasha Mack	352
Stephanie Vicario	443	Dustin George	419	Michael Cianci	395	Gerald Pierre	373	Mark Wilhelm	351
Jeanettamaria Williams	443	Joseph Canell	418	Stephen Lux	395	Lorraine Capetola	373	Shakeeda Bowery	351
Murray Utas	442	Melinda Marshburn	418	Jaime Harms	395	David Rockway	372	Peijin Chen	350
Karen Kennedy	442	Chelsey Jeffery	417	Danielle Carlson	395	Kulisitina Wulf	372	Charles Russell	350
Kathryn Schimmel-Braley	442	Mary Ann Gaelic	417	Stefan Johannsson	395	Zachary Frentsos	372	Scott Dillingham	349
Ross McKamey	442	Bobby Watson	416	Spencer Powell	395	Shawn Fisher	371	Seth Schlanger	349
David Foster	442	Kim Collymore	416	Jose Valoy	394	Dekisha Shockley	371	Lonny Goodman	349
Dana Babinchak	441	Jacquelyn Weatherman	415	Larry Bruno	394	Charles Porter	371	Stephanie Howe	349
Amandeep Gill	441	Gary E Brown	415	Kenneth Burke	393	Benjamin Van Fossen	371	Atinderjeet Singh	349
Sophie Bordiec	439	Christopher DeLa Cruz-Pi	414	Silver Swanson	392	Heath Pepper	370	Telesia Gaga	348
Michael Roberge	439	Brittney Glasgow	414	Aaron Dupras	392	James Cliff	369	Fariba Maleki	347
Cindy Johnson	439	Timothy Gordley	414	Marcia Fraser-Douglas	392	Neha Akbari	368	Arthur Greene	347
Paul Shamoon	438	Jesus Machado	413	Massoud Vaziri	392	Reneta Petrova	368	Matthew Butler	347
Jessica Krueger	436	Miranda Green	412	Anna Senra	391	David Menditto	368	Lydia Lozano	347
Andrea Barenholtz	435	Cliff Mora	411	Daniel Carey	390	Julie Siebecker	368	Steven Pirrello	347
Janelle Hebb	435	Melvina Ramirez	411	Tina Walter	390	Alta Adrien	368	Aaron Allen	347
Enrique Borjas	434	Porscha Wilson	410	Dietrich Schaeffer	390	Kimberly Alston	367	John Geha	346
Jennifer Engle	434	Jason Green	410	Brittany Givens	389	Calvin Jacinto	366	Brian Wilson	346
Raquel Peka	433	Travis Michel	410	Kevin Dougherty	388	Jonathan Nadigoo	366	Anthony Wright	346
Dorothy Bennett	433	Nathan Smith	410	Christopher McFoy	387	Derek Kraus	366	Robert Chun	346
Daniel Bartlemay	433	Timothy Pilosi	409	Ghina Malaney	386	Hal Herman	365	Amanda Viola	346
Jonathan Thornton	432	Patricia Contreras	409	Zach Otto	386	Alex Niemann	364	Ryan Leong	344
Jelisa Lawson	431	Carlos Otero-Villalba	408	Kevin Lambert	386	Amr Shater	364	Donald Wilds	344
Alexandria Sorrels	430	Matthew Hoagland	408	Freddie Moorer	386	Gloria Martinez	364	Mark DeFrancisco	344
Erik Boyd	430	Rachael Cairns	408	Cameron Severns	386	Michaelle Smith	363	Clayton Ferguson	344
Helen Miller	430	Nakthalie Bocz	408	Matthew Holseid	386	Marveliz Polanco	363	Alexander Tinnesz	344
Jacob Isenbarger	429	Robert Reed	408	Virgil Watson	386	Tory Lennert	363	Sakina Stamper	343
Angelika Vassilieva	428	Jason Engelman	408	Thomas Felicciardi	385	Brenda Fletcher	360	Stephanie Huffman	343
Steven Edgell	428	Maa Sagala	407	Oscar Flores-Najarro	385	Jolinn Barner	360	Brendan Reinhard	343
David Polk	427	Anna Williams	406	Susan Westling	385	Jordon Polino	359	Mercedes Ayala	343
Matthew Cartwright	427	Eric Ebbitt	406	Landon Polce	385	Martin Hayward	359	Daymon Green	342
Sean Velasquez	427	Timothy Crabtree	406	Quentin Kaiwi	385	Amy Buskas	358	Star McGruder	342
Minoneti Tonga	427	William Ragle	406	Sherry Schick	384	Anna Owens-Wolfe	358	Lewis Feagins	341
Jacqueline Heinlein	427	Adelfa Parinas	406	Iryna Sushkova	384	David Rigney	357	Luis Colon	339
Nicholas Bigec	426	Seini Manumua	405	Naomi Filifilia	384	Jennifer Duke	357	John Butler	339
Brittany Smith	426	Steven Gora	405	Brian Wiebe	383	Raymon Reynolds	357	Daniel George	339
Chanel Walters	425	Milena Arceo	404	Antonio Truscello	382	Tia Willoughby	357	Nicolas Bohle	339
Maurice Thomas	425	Priscilla Nelissen	404	William Buck	382	Andrew Mierzwiak	357	Brenda Cubillo	339
Steve James	425	Judith Carvell	403	Anita Ferris	380	Keturah Malaykhan	357	Irene Pe	339
Yvonne Rurehe	424	Odilia Goulart	402	Anthony Gutierrez	379	Gary Prokop	356	Darnell Harris	339
Jeremiah Linqvist	424	William Volk	402	Lamont Alston	378	Patrick Summers	356	Brian York	338
Shernette Sibblies	424	Joshua Engel	402	William Parmeter	378	Sione Aholoka	356	Shefiudeen Kotun	338
Paul Templeton	424	Joshua Davidson	402	Alex Cournoyer	378	Larry Jeffries	356	Nathaniel Alden	338
Lydia Ertle	424	Regina Walker	401	Thomas VanCamp	378	Ryan Fickert	355	Todd Glazer	338
Brian Cortino	423	Allison Fair	400	David Hall	377	Suliata Lipa Patau	355	Cynthia Peterman	337
Edward Huffman	423	Joseph Bonasso	400	Ruth Charlesworth	377	Raissa Niangoran	354	Patrick Parisi	337
Preeti Sahgal	422	Chakquiese Johnson	399	Joshua Mandell	377	Joanna Fabro	354	Chelsea Althouse	337
Christine Weatherspoon	422	Shuna McKinney	399	Michelle Blunda	376	Lysa Nguyen	353	Connor Lee	337
Corey Neff	422	Samuel Selby	398	Cassandra Washington	376	Guillermo DeLaVega	353	Robert Keith	337
Kale Robertson	422	Teresa Salgado	398	Rodney Thompson	376	Drew Johnson	353	Roshawn Plair	336
Jason Rabick	421	Patrice Canty	398	Gerald Doerr	375	Matthew Cummings	353	Curtis Kotter	336

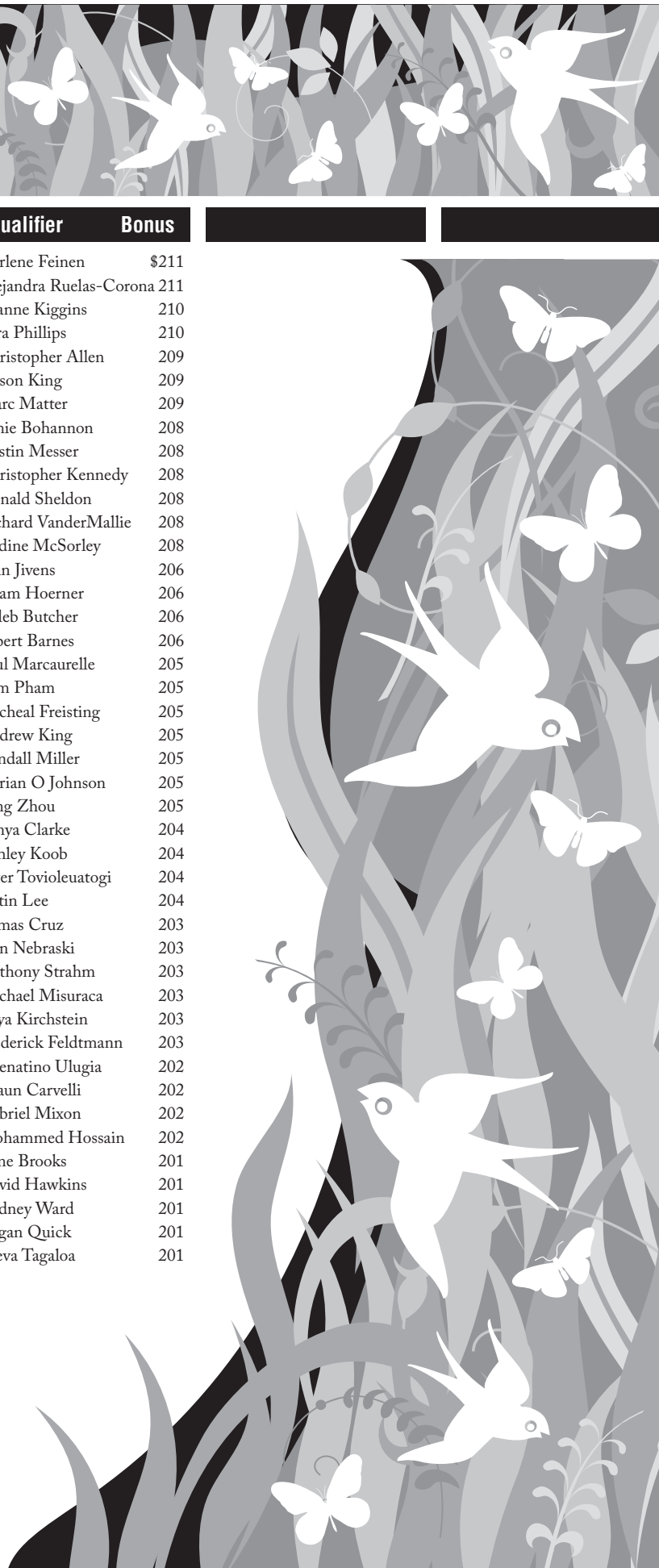
World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ashley Kingsley	\$336	Ashley Baker	\$317	Michael Logue	\$295	Rhodabeth Cabuyadao	\$273	Alexander Demeo	\$257
Jason Faflik	336	Brandon Johnson	317	Michael Roe	295	Amanda Pei	273	Alison Muller	256
Ed Olfert	336	Judy Hassan	317	Lynne Porturas	294	Christopher Boyes	273	Christopher Favor	256
Ryan Gorman	336	Michael Planty	316	Tilly Roebeck	294	Branislava Nikoltchovska	273	Danielle Apaina	256
Michael Richardson	336	Janine Goyetche	316	Shauna Hannemann	292	Rati Bhandari	273	Daniel Wilson	256
Tatjana Tikhonov	335	Levar Ellis	315	Timothy Rose	292	Lynn Jordan	272	Patrick Monroe	256
Michelle Webb	335	Mike Bray	315	Landon Delone	291	Kate Daye	271	Tiffani Sargi	256
Gretchen Crady	335	Cameron Clark	315	Jordan Lee	290	Marcus Howard	271	Eric Knight	256
Desmond Kamara	334	Scott Hanna	314	Sheena Petten	290	Bruno Hill	271	Virginia Dotson	256
Jennifer Bany	334	Marie Schneider	313	Joshua Norton	290	Paul Samra	270	Paige Burton	255
Peter Van Der Westhuizen	334	Carrie Bowman	313	Michael Brooks	289	Nicole Lineberger	270	Kevin Fallon	255
Rickey Bunton	333	Rieley Garrick	313	Calvin LaSalvia	289	David Young	270	Carl Harris	254
Cierra White	333	Sina Tuilaepa	313	Arthur Patterson	288	Monty Jordan	270	Derek Rose	254
Carla Miller	333	Ian Noble	313	Bradley Hookfin	288	Donald Stevens	269	Kevin Hart	254
Akeem Alvarez-Lee	333	Miles Rubic	313	Aricela Pascual	288	Michael Reynertson	269	John Passi	253
Chad Davis	333	John Yankovich	312	Solon Stephanou	288	Timothy Hollopeter	268	Selandras Villanueva	253
Kori McNabb	332	Tyler Murray	312	Madia Sims	288	George Babish	267	Lida Martin	253
Leon McCullough	332	Tiffany Jones	312	Jack Wang	287	John Kuhn	267	Marino Baca	252
Michael Milanich	331	Justin Greenwalt	312	Rhonda Schroer	287	Roland Vegiard	267	Brian Phillips	251
Michael Gerstein	331	Darlene Carmon	311	Kardel Brooks	287	Tevin Rey	267	Rachel Stanhope	251
Michael Barnes	330	John Garces	310	Kaitlen King	287	Robert Larkrith	266	Andrew Rothrock	251
Jason James	329	Ieton Daka	310	Danilo Bada	286	Jonathan Keszler	266	Armound Khodaverdi	251
Matthew Lewis	329	James Smith	309	Davida Smith	285	Elzia McLain	266	Tracy Stewart	250
Kristian Brennan	329	Michaela Adams	309	Cory Norman	285	Michelle Malinov	265	Tyler McBride	250
Liam Flaherty	329	Robert Wainner	308	Caprice Sanfratello	285	Nikolas Maynard	265	Michael Kurian	250
Tom Morrell	328	Jacob Brockmann	307	Erica Boettcher	284	Gary Robichaud	265	Anthony Vuolo	250
Nigel Crowe	328	Marthe Voltaire	306	Lawrence Broussard	284	Kiel Thompson	265	Gary Larochelle	248
Richard Schantzenbach	328	Shiwa Hollingsworth	306	Philip Russo	283	Sharif Grays	264	Paw Sandberg	248
Amie McCracken	328	David Farraway	306	Brenda Sparks	282	Nicole Conrad	264	Olegario Santamaria	248
Phinetta Robinson-Lee	327	Jessimi Lewis	306	Erika Guerrero	282	Sam Titus	263	Hugh Stouffer	247
Tiffinie Fisher	327	Crystian Rozotto	306	Jason Beyer	282	Janet Vidal-Riley	263	Rachel Bryson	247
Ryan Brokaw	327	Christine Shimizu	305	Jayshreeben Patel	281	Joseph Thompson	263	Hilda Fosnight	247
Rachel Martinez	327	James Larkin	305	Dwayne Hargrove	281	Earl Phillips	263	David Livingston	246
William Doehne	324	Sally Buchheimer	305	Byron Paz	280	Sandra Ramirez	262	John Sikora	246
Erica Collins	324	Kyle Topping	305	Wendy Pierre	280	Sharon Rehmert	261	Minh Phung	245
Devin Dingley	324	Katy Fogell	305	Chelsea Parker	280	Henry Ingraham	261	Ali Zaidi	245
Terrence Burke	324	Jody Barnhill	304	Ondrej Havelka	280	Mark Elliott	261	Mircea Marginean	245
Vennita Hill	324	Nina Dolman	304	Filipo Havili	280	Michelle Roty	261	Lauitiiti Tonumaipea	244
Briley Thirion	323	Cameron Moore	304	Charles Krieger	279	Cedrick Smith	260	Brock Bode	244
Ginea Brown	323	Maricela Ramirez	303	Edward Ziehm	277	Aaron Wiggins	260	Charles Barnett	244
Andre Linhares	322	Matthew Trammel	302	Jerry Smith	277	Kathleen Quinn	260	William Matos	244
Leishuan Byrd	322	Michael Sanders	301	Frederick Burton	276	Justin Pratt	260	Desiree Cudal	243
Markus Simmons	322	Brenton Walton	301	Megan Behrens	276	Joseph Cost	259	Zoe Hamilton	243
Trevor Mayer	321	Ronnie Patea	301	Kaydene Bennett	276	Christopher Davidson	259	Mirvet Kekic	242
Virginia Lee	321	Joseph Sonoda	301	Christopher M Williams	276	Kasecy Williamson	259	Manon Lamontagne	242
William Coleman	321	Mohulamu Taufu	300	Nagy Ahmed	276	Amelyn Baniqued	258	Fatoumata Dibba	242
Donald Hill	321	Jeremie Dupuis	300	Mason Boozer	276	Leitu Siueva	258	Naylor Robinson	242
Peggy Davenport	320	Toi Washington	299	Roberta Campos	276	Zakaria Elasri	258	Joffre LaPierre	242
Jean Courtois	319	Deion Adams	298	Austin Wallace	275	Errol Kerr	258	Richard Lepis	242
Michelle Portnoy	319	Emmanuel Adesina	298	Allison Bankowski	274	Mitchell Pruitt	258	Jasmyn Ulberg	242
Christopher Daniels	319	Colin Sylvien	297	Amy Mays	274	Gordon Haskell	258	Linda Fahnlander	241
Ashley Wenning	319	April Harmon	297	Catherine Blandon	274	Lacey Bennett	258	Javier Rosario	241
Aaron Huff	319	Natalie Partipilo	297	Shannon Koterbski	274	Rodney Mori	257	Jamie Johnson	241
Danielle Greenleaf	318	Francisco Montalvo	296	Matthew Haslett	274	Clera Matafai	257	Michael Stimson	241
Christina Graylee	318	Benjamin Pettingill	296	Freida Yakubov	273	John Conrad	257	Jeremy Engrav	241
Jacqueline McHugh	317	Anthony Lovato	296	Shelby Poston	273	Tyson Billingsley	257	Eric Campbell	239

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Teresa Bennett	\$238	Shaneda Johnson	\$224	Darlene Feinen	\$211
Gerald Coleman	238	Edith Vargas	223	Alejandra Ruelas-Corona	211
Svetoslav Nedev	238	JoAnne Marks	223	Dianne Kiggins	210
Lisa O'Donnell	238	Dione Simms	223	Tara Phillips	210
Darlyn Miller	237	Hannah Weaver	223	Christopher Allen	209
Andrew Diamond	237	Kim Tulloch	223	Alison King	209
Joshua Olin	237	Esther Scott	223	Marc Matter	209
Ryan Machir	237	Emmanuel Uzoka	222	Jamie Bohannon	208
Josh Schwab	235	David Pomare	222	Austin Messer	208
Lawrence Forte	235	Jasmin Jurydunbar	222	Christopher Kennedy	208
Ursula Garza	235	Richard Nypower	221	Donald Sheldon	208
Kathleen Jones	234	Seema Soin	221	Richard VanderMallie	208
Erica Kelley	234	Jeffrey Stevens	221	Nadine McSorley	208
Julia Sigal	234	Gordon Mooc	220	John Jivens	206
Raylene Teshima	234	David Luczak	220	Adam Hoerner	206
Ashby Burks	234	Michael McJunkins	220	Caleb Butcher	206
Sherri Luten	233	Roger High	220	Albert Barnes	206
Jonathan Laaker	233	Bryan Fronyberger	220	Paul Marcaurelle	205
Duane Robertson	233	Michael Hall	219	Tam Pham	205
Brandon MacDonald	233	Howard Reed	219	Micheal Freisting	205
Meghan Lay	232	Ryan Polz	219	Andrew King	205
Andrew Cline	232	Paul Hill	219	Randall Miller	205
Christine Jesoraldo	232	Angelic Howell	218	Adrian O Johnson	205
James Boden	232	Glenn Irvin	218	Peng Zhou	205
Kassandra Personett	232	Carl Nazaire	218	Tanya Clarke	204
Thomas Kijanowski	232	Savannah Scanlon	218	Ashley Koob	204
Brett Bayne	232	Alvin Jackson	217	Peter Toviolueatogi	204
Maria Magallon	231	Daren Johnson	217	Justin Lee	204
Tracy Nogacz	231	Wesley Louie	217	Tomas Cruz	203
Latisha Rogers	231	Ross Mueller	217	Dan Nebraska	203
Edgar Garcia	231	Renee Harris	217	Anthony Strahm	203
Byung Park	231	Lupelima Gray-Patea	217	Michael Misuraca	203
Heather Hall	230	Pamela Nogales	217	Leya Kirchstein	203
Markus Martin	230	Dustin Kotara	216	Frederick Feldtmann	203
Chase Robinson	229	Robert DeLuca	216	Pelenatino Ulugia	202
Carol Ornellas	229	Faiga Ene	216	Shaun Carvelli	202
Raphael Musto	229	Dale Talsma	216	Gabriel Mixon	202
Nicholas Fisher	229	Anthony Gambles	216	Mohammed Hossain	202
David Nelson	229	Timothy Villard	215	Rene Brooks	201
Puao Thompson	229	Evan Arnold	215	David Hawkins	201
James Kelly	229	Enrico Blandin	214	Rodney Ward	201
Sangita Renata	228	Ganna Tarasiuk	214	Logan Quick	201
Zachary Montavon	228	Haley Wisner	214	Teeva Tagalao	201
Alfred Taren	228	Adam Slater	213		
Angela Garnett	227	Chad Panzer	213		
Sina Teo	227	Richard Troop	213		
Craig Cacini	227	Jeffrey Thompson	213		
Orionix Sanchez	227	James Walburn	213		
David Shirley	227	Angel Sanchez	212		
Earl Veil	226	Christopher Akins	212		
Dustin Surace	226	Robert Gibson	212		
Matthew Stevens	226	Nathaniel Pletcher	212		
Timothy Lucas	225	Charles Drinkard	212		
Thomas Meyer	224	Jennifer Bowman	211		
Brian Blair	224	Jervis Archer	211		
Joseph Randazzo	224	Robert Granzow	211		

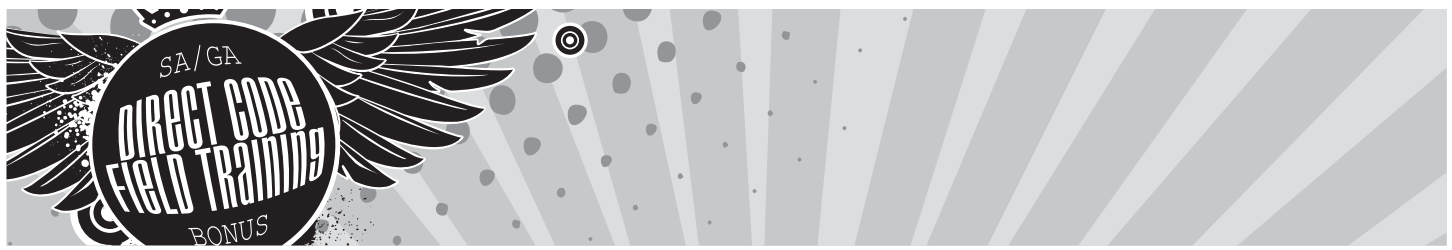




See *Spotlight*, page 05 for top 50 qualifiers and YTD bonus leaders.
For full contest details, visit www.ailife.com/spotlight.aspx

Total: \$373,684

Qualifier	Bonus	SGA	Qualifier	Bonus	SGA	Qualifier	Bonus	SGA
Katharine Myers	\$1,687	Richard Correa	Brodie Fischer	\$1,158	Imran Satti	Alex Elledge	\$795	Slav Bitman
Earl Phillips	1,656	Cunningham-Weatherspoon	Benjamin Ainscough	1,158	Altig-Orlovic	Felix Berger	794	Chris Hernandez
Philip Roffi	1,650	Furer-Whittinghill	Kascey Williamson	1,157	Chris Hernandez	Peter Fournier	783	Surace-Smith
Sione Aholoka	1,647	Steve Friedlander	Zachary Ledyard	1,151	Altig-Orlovic	Violetta Goldman	780	Oldham-Bianchi
Jennifer Mitchell	1,629	Altig-Orlovic-Hay	Jamaal Lynwood	1,137	Giglione-Ackerman	Sean Kiersztyn	766	Mark Hancock
Christine Weatherspoon	1,621	Mark Beckford	William Howard	1,134	Slav Bitman	Sara Wonderling	761	Oldham-Bianchi
Alexander Keats	1,591	Altig-Orlovic	Preston Turner	1,126	Richard Correa	Alisha Armand	761	Theodore Pappas
Andrew McQuade	1,586	Richard Correa	Paul DeRenzo	1,094	Simon Arias	Justin Schaub	759	Surace-Smith
Christopher Kennedy	1,577	Surace-Smith	Mark Arrigo	1,094	Oldham-Bianchi	Donald Dowbor	738	Mark Hancock
Travis Picklesimer	1,573	Surace-Smith	Keturah Malaykhan	1,089	Theodore Pappas	George Babish	737	Simon Arias
Christopher Favor	1,572	David Hausman	Felicia Price	1,072	Jatoft-Foti	Matthew Trammel	736	Alex Roland
Nicholas Moore	1,565	Oldham-Bianchi	Sokol Fazliu	1,067	Simon Arias	Joshua Cosentino	736	Simon Arias
Ofa Siasau	1,551	Steve Friedlander	Heather Eaton	1,062	Jeremy Harbin	Tanner Daves	736	Jason Adamo
Jessimi Lewis	1,546	Surace-Smith	Jessica Santamarina	1,049	Matthew Hogan	Kiriraukawa Hayward	734	Steve Friedlander
Matthew Conrad	1,534	Surace-Smith	William Myatt	1,049	Brandon Cooley	Andrew Pratt	725	Cunningham-Weatherspoon
Samantha Romano	1,525	Fred Hadayia	Ritia Tokahere	1,029	Steve Friedlander	Andrew Paogofie	723	Steve Friedlander
Brandon Smith	1,524	Bob Wingate	Matthew Marchitto	1,019	Oldham-Bianchi	Aaron Booth	722	Simon Arias
Alisi Sanalio	1,523	Steve Friedlander	Mark Glazer	1,015	Theodore Pappas	Marc Salvaggi	712	Surace-Smith
Philip Russo	1,522	Simon Arias	James Curtis	1,000	Kevin Davis	Hannah Welfling	710	Simon Arias
Elizabeth Lo	1,521	Steve Friedlander	Peter Kwiatkowski	985	Chris Hernandez	Mark Harper	709	Simon Arias
Daniel Fifita	1,486	Steve Friedlander	Reynolds Akuamo	982	Theodore Pappas	Gregory McDuffie	708	Matthew Hogan
Ronnie Patea	1,469	Steve Friedlander	Stephen Creaghan	980	Joseph Diecedue	Daniel Rapp	700	Jeffery Thiel
Mario Chavez	1,458	Jatoft-Foti	Lynda Gleeson	979	Bob Olson	Andre Hawthorne	694	Laura Fisher
Christopher Newman	1,451	Surace-Smith	Meakie Grice	959	Theodore Pappas	Leland Smith	692	Joseph Diecedue
Amber Burchett	1,440	Surace-Smith	Kathleen Barnes	951	Jeremy Welch	Dwelyn Smith	691	Bob Wingate
Edona Hughes	1,436	Kevin Davis	Kyle Taylor	951	Travis Moody	Raymond Ochoa	689	Desi Dimitrova
Timothy Wilson	1,431	Philip Prata	Jacob Frasier	947	Alex Roland	Stephen Kemper	681	Richard Correa
Giancarlo Altube	1,429	Theodore Pappas	Joshua Fosnight	947	Simon Arias	Brian Hutchings	680	Oldham-Bianchi
Phillip Rigoli	1,425	Laura Fisher	Lawerence Smith	942	Steve Greer	Danielle Cardello	675	Oldham-Bianchi
Jessica Tasky	1,422	Simon Arias	Ryan O'Malley	938	Imran Satti	Scot Gates	674	Richard Correa
Ronald Kuttruff	1,418	Simon Arias	Cole Murphy	931	James Bailey	Jeremie Dupuis	672	Imran Satti
Debbie Moke	1,402	Steve Friedlander	Casey Cash	920	Altig-Orlovic	Shahab Mahdavinejad	669	Theodore Pappas
Vaine Rere	1,401	Steve Friedlander	Richard Barbour	920	Steve Greer	Daniel G Johnson	662	Surace-Smith
Cameron Cimino	1,394	Simon Arias	Brandon Baker	913	Travis Moody	David Hawkins	658	Simon Arias
Richard Dyer	1,383	Jason Adamo	Debra Hunter	912	Fred Hadayia	David Rockway	657	Bob Olson
Zakaria Elasri	1,355	Laura Fisher	Ho Tran	905	Altig-Orlovic	Kasey Schultz	657	Maria Greene
Marcus Noel	1,346	Imran Satti	Virgil Watson	904	Williams-Zophin	Dante Beasley	657	Altig-Orlovic
Jordan Freeman	1,338	Steve Greer	Keith Coscia	902	Surace-Smith	Ayman Elsalhy	648	Williams-Zophin
Amr Shater	1,336	David Hausman	Thomas Soloweyko	897	Steve Greer	Shelly Cullen	648	Steve Friedlander
Louis Giogaia	1,334	Theodore Pappas	Jessica Dean	875	Altig-Orlovic	Rodney Wilson	644	David Hausman
Bernadette Casciato	1,315	Simon Arias	Carl Smith	869	Javier Sandoval	Jenna Gula	644	Simon Arias
Bradley Gray	1,291	Imran Satti	Pon Mom	857	Altig-Orlovic	William Buck	632	James Bailey
Darrell Nelsen	1,286	Tiffany Roland	Zachary Frentsos	857	Surace-Smith	Linda Jackson	627	Steve Friedlander
Antonio Bond	1,284	Surace-Smith	Javier Arce	854	Matt Henderson	Maria Ramirez	623	Bob Olson
Valen Eberhard	1,274	Michael LiBassi	Jonathan Laaker	848	Cunningham-Weatherspoon	Jack Wang	622	Desi Dimitrova
Carrie Bowman	1,268	Surace-Smith	Joshua Davidson	848	Surace-Smith	Ricky Jenkins	618	Kevin Davis
Jason Green	1,266	Paul Rumbuc	Donna Trotta	840	Theodore Pappas	Gregory Hunt	617	Bob Olson
Dexter Phillip	1,246	Steve Greer	Melissa Wartman	836	Surace-Smith	Levi Stearns	609	Altig-Orlovic
Amy Smith	1,236	Slav Bitman	Scott Smith	835	Fred Hadayia	Bradford Stone	606	Brandon Cooley
Michael Cloherty	1,213	Oldham-Bianchi	Chad Potts	830	Chris Hernandez	Dominique Bertoncini	604	Jatoft-Foti
Nitesh Bhogaraju	1,194	Steve Friedlander	Lisa Heyman	820	Fred Hadayia	William Shockley	604	Simon Arias
Josh Wheeler	1,176	Surace-Smith	Robert Ross	803	Jeremy Harbin	Franklin Quezada	596	Giglione-Ackerman
Kalle Convery	1,175	Simon Arias	Reza Zabihi	800	Jatoft-Foti	Phyo Phyo	592	David Hausman
Kristian Brennan	1,166	Imran Satti	Erna Gasanin	796	Fred Hadayia	Jacob Brockmann	592	Altig-Orlovic



Qualifier	Bonus	SGA	Qualifier	Bonus	SGA	Qualifier	Bonus	SGA
Samy Jacques	\$587	Williams-Zophin	Anthony Batista	\$389	Theodore Pappas	Nickolas Maynard	\$296	Philip Prata
Lakeytha Murray	584	Williams-Zophin	Joshua Crisp	380	Surace-Smith	Larry Sale	296	Richard Correa
Fabian Mundaca	582	Altig-Orlovic	Michael Brooks	379	Oldham-Bianchi	Anita Ferris	296	Steve Friedlander
Karen Parson	578	Michael LiBassi	Eric Ebbitt	378	Simon Arias	Patrick O'Brien	294	Paul Rumbuc
Mia Seagraves	577	Cohen-Cohen	Jeremy Engrav	378	Chris Hernandez	Justin Fisher	293	Simon Arias
Darrell Asbell	576	Altig-Orlovic	Brian Wallace	374	Sonny Gurney	Karen Cheng	291	Simon Arias
Rory White	576	Simon Arias	Steven Rotherforth	374	Oldham-Bianchi	Nicole Johnson	291	Surace-Smith
Gary Bowen	566	Matt Henderson	Tamara Hughes	373	Kevin Davis	Lisa Richardson	290	Mark Hancock
Carissa Van Wagenen	563	Oldham-Bianchi	Victoria Brown	371	Matt Henderson	Timothy Durr	290	Surace-Smith
Chang Saefong	562	Altig-Orlovic	Alomkone Soundara	367	Jatoft-Foti	Rachyle Stansell	287	Alex Roland
Sean O'Reilly	559	Cunningham-Weatherspoon	Kevin Colyer	363	Surace-Smith	Aaron McLean	286	Imran Satti
Anthony Wright	559	Simon Arias	Brenton Betts	360	Altig-Orlovic	James Franklin	284	Altig-Orlovic-Hay
Ruben Santillana	558	Steve Friedlander	Senelinah Talamaivao	358	Steve Friedlander	Fred Goetz	284	Dan Rubio
Thomas Tiller	553	Jeffery Thiel	Brent Wilhelmi	355	Richard Correa	Edona Pacolli	282	Sonny Gurney
Josephine Brown	551	Steve Friedlander	Prentiss Parker	352	Cohen-Cohen	Joseph Falzone	281	Dorian Oldham
Joseph Veeder	547	Mark Beckford	Svetoslav Nedev	351	Desi Dimitrova	Seta Donabedian	280	Imran Satti
Jonathan Phillips	538	Jeremy Welch	Ernest Rowe	351	Laura Fisher	Maren Conway	280	Fred Hadayia
Samantha Slinger	535	Jeremy Welch	Suliata Lipa Patau	350	Steve Friedlander	Robert Ringelsten	278	Sabrina Lloyd
Catherine Gennaro	533	Theodore Pappas	Michael Clint	350	Maria Greene	Matthew Butler	278	Alex Roland
Daniel Walton	532	Surace-Smith	Russell Trujillo	349	Richard Correa	Joshua Keller	278	Tiffany Roland
Stephen Jeung	525	Cohen-Cohen	Cameron Clay	349	Simon Arias	Jacqueline McHugh	278	David Hausman
Brandi Hershey	520	Brandon Cooley	Jackson Etienne	349	Chris LaFond	Michael Lindsey	277	Simon Arias
Brian Jerome	516	Williams-Zophin	Steve Marker	348	Altig-Orlovic-Hay	Peter Van Der Westhuizen	276	Richard Correa
Jahara Lewis	516	Altig-Orlovic	Erin Murray	347	Bob Olson	Ainsworth Ramkhelawan	272	David Hausman
Tarisa Tooke	504	Cohen-Cohen	Polina Philbin	346	Fred Hadayia	Mark Harhager	271	Matt Henderson
John Bacaron	500	Cohen-Cohen	Momodou Jallow	344	David Hausman	Karina Valencia	268	Bob Olson
Horace Finnikin	500	Josh Chalom	Cody Walker	344	Paul Rumbuc	Donny Shumkuenip	261	Steve Friedlander
Ataka Reed	469	Bob Olson	Rachel Stanhope	342	Eric Cochran	Josses Montumer	261	Matt Henderson
Natasha Hankins	467	Bob Olson	Jenna Maxwell	338	Chris Hernandez	Peter Mello	258	Cisco Perez
Joseph Messina	462	Steve Greer	Terrence Williams	337	Fred Hadayia	Candice Beadle	258	Steve Greer
Dominic Park	460	Theodore Pappas	Jovani Chappel	336	Simon Arias	Bryce Hencke	257	Matt Henderson
William Flournoy	458	Steve Greer	Andy Jaikaran	336	Matt Henderson	Randy Wright	256	Brandon Cooley
Mary Maida Fujii	458	Steve Friedlander	Jose Carvajal	333	Laura Fisher	Minh Phung	255	Scott Rehberg
Nicholas Powell	457	Altig-Orlovic	Amanda Zophin	332	Williams-Zophin	Christopher Osborn	254	Scott Sonnenberg
Jesse Spencer	452	Oldham-Bianchi	Natain Stam	330	Altig-Orlovic	Sean Wampler	250	Surace-Smith
Lydia Smith	450	Cunningham-Weatherspoon	Annie Howard	329	Bob Olson	Bruce Tan	247	Altig-Orlovic
Bradley Kampmeier	449	Chris Hernandez	Tanisha Mathis	328	Matt Henderson	Markeia Brown	245	Jeremy Welch
Puhi Pivac	446	Steve Friedlander	Gloria Shu	328	Altig-Orlovic	Alisa Walker	243	Steve Greer
Mary-Delores Ayarzagoitia	442	Matt Henderson	John Reeves	324	Jeremy Welch	Scott Davison	241	Steve Greer
Lawrence Reardon	437	Simon Arias	Raquel Peka	322	Steve Friedlander	John Sikora	238	David Hausman
Sara Gilley	430	Altig-Orlovic-Hay	Willie Gandy	321	Scott Sonnenberg	Ellen Weinstein	236	David Hausman
Nicholo Arceo	429	Jatoft-Foti	Derron Alexander	320	Theodore Pappas	Maurice Hawkins	233	Gighione-Ackerman
Lora Beronja	425	Chris Hernandez	David Shirley	320	Michael LiBassi	Lalitha Janardhanan	228	Slav Bitman
George Baumberger	422	Theodore Pappas	Elaine Kulawiak	319	Oldham-Bianchi	Louis Stephan	224	Mark Hancock
Scott Ramsey	418	Alex Roland	Ross Budweg	318	Tiffany Roland	Patrick Cotton	223	Altig-Orlovic-Deley
Ryan Hernandez	416	Bob Wingate	Ashley Wenning	317	Surace-Smith	Patrick Knouse	220	James Bailey
Khaled Kenawy	414	Chris LaFond	April Harmon	316	Samuel LaSala	Leeanne Pace	220	Scott Sonnenberg
Angel Arista	413	Cohen-Cohen	Chad Davis	316	Imran Satti	Craig Duletzke	219	Dan Rubio
Brandon McCrea	409	Travis Moody	Richard Nypower	313	Altig-Orlovic	Betriania Hicks	217	Bob Olson
Gyad Ferguson	408	Fred Hadayia	Miki Bartolome	313	Altig-Orlovic	Nadezhda Vitchev	215	Furer-Whittinghill
Alvin Massenburg	407	Altig-Orlovic-Hay	Nicole Conrad	308	Fred Hadayia	Eric Hidy	209	Dorian Oldham
Christopher Daniels	406	Joseph Diecedue	Mark Pofsky	305	Cohen-Cohen	Anthony Stephens	205	Jeffery Thiel
Chen Wang	402	Altig-Orlovic	Terrence Graves	304	Simon Arias	Jasmyn Ulberg	201	Dorian Oldham
Craig Beck	398	Samantha Chui	John Stankoski	302	Simon Arias	Michael Davis	200	Slav Bitman
Pamela Altman	398	Surace-Smith	Scott Flaherty	299	Simon Arias			
Brian Soulard	396	Chris LaFond	Daniel Potilechio	296	Bob Olson			

SA CODES

This insert recognizes SAs, GAs, and MGAs for the number of new agents who were coded under their hierarchy for the month. The minimums for recognition are:
SA & GA – at least two codes during the month
MGA – at least three codes during the month

Name	#	SGA
Jennifer Strickling	4	Altig-Orlovic
Peter Van Der Westhuizen	4	Richard Correa
Giancarlo Altube	4	Theodore Pappas
Tiare Hubbard	3	Altig-Orlovic
Erica Kelley	3	Altig-Orlovic
James Boden	3	Simon Arias
Joshua Cosentino	3	Simon Arias
Brandi Hershey	3	Brandon Cooley
Lydia Smith	3	Cunningham-Weatherspoon
Maciel Sandoval	3	Laura Fisher
Lydia Ertle	3	Steve Greer
Joseph Hagerman	3	Jeremy Harbin
Harold Durana	3	Jatoft-Foti
Andre Bent	3	Bob Olson
Ataka Reed	3	Bob Olson
Shane Scheel	3	Bob Olson
Robert Reagan	3	Scott Rehberg
Patrick O'Brien	3	Paul Rumbuc
Jonathan Morgan	3	Scott Sonnenberg
Lauren Steed	3	Scott Sonnenberg
Eric Thompson	3	Surace-Smith
Melissa Wartman	3	Surace-Smith
Thomas Ashton	3	Jeffery Thiel
Darrell Asbell	2	Altig-Orlovic
Eduardo Barrantes	2	Altig-Orlovic
Jacob Brockmann	2	Altig-Orlovic
Benjamin Clabaugh	2	Altig-Orlovic
Chris Clark	2	Altig-Orlovic
Patrick Fowler	2	Altig-Orlovic
Linda Henke	2	Altig-Orlovic
Chang Saefong	2	Altig-Orlovic
Craig Shaw	2	Altig-Orlovic
Jong Song	2	Altig-Orlovic
Steven Sparkes	2	Altig-Orlovic
Ho Tran	2	Altig-Orlovic
Terry Houser	2	Altig-Orlovic-Deley
Derrick Mason	2	Altig-Orlovic-Deley
Steve Marker	2	Altig-Orlovic-Hay
Tyler McBride	2	Altig-Orlovic-Traboulay
Nicarus Baez	2	Simon Arias
Matthew Caternolo	2	Simon Arias
Cameron Clay	2	Simon Arias
Jenna Grula	2	Simon Arias
Joseph Veeder	2	Mark Beckford
David Montgomery	2	Slav Bitman
Joshua Mandell	2	Josh Chalom
Kershawn Payne	2	Samantha Chui
Angel Arista	2	Cohen-Cohen
Gilbert Martinez	2	Brandon Cooley
Michelle Dupuis	2	Richard Correa
Amie McCracken	2	Richard Correa
Edona Hughes	2	Kevin Davis
Kaitlen King	2	Joseph Diecedue
Priscilla Nelissen	2	Desi Dimitrova
Darren Danico	2	Laura Fisher
Ronnie Patea	2	Steve Friedlander
Puhi Pivac	2	Steve Friedlander

Name	#	SGA
Ruben Santillana	2	Steve Friedlander
Michael Gerstein	2	Giglione-Ackerman
Roosevelt Wilson	2	Giglione-Ackerman
Candice Beadle	2	Steve Greer
Oscar Portillo	2	Steve Greer
Alisa Walker	2	Steve Greer
Nicole Conrad	2	Fred Hadayia
Maren Conway	2	Fred Hadayia
Gyad Ferguson	2	Fred Hadayia
Lisa Heyman	2	Fred Hadayia
Kristel Kreiser	2	Fred Hadayia
Donald Dowbor	2	Mark Hancock
Carlos Otero-Villalba	2	Matt Henderson
Lora Beronja	2	Chris Hernandez
Antonio Evans	2	Chris Hernandez
Jenna Maxwell	2	Chris Hernandez
Chad Potts	2	Chris Hernandez
Nicholo Arceo	2	Jatoft-Foti
Christian Napiza	2	Jatoft-Foti
Felicia Price	2	Jatoft-Foti
Cameron Moore	2	Christopher Jordan
April Harmon	2	Samuel LaSala
Robert Ringelsten	2	Sabrina Lloyd
Mark Arrigo	2	Oldham-Bianchi
Daniel Bernard	2	Oldham-Bianchi
Michael Cloherty	2	Oldham-Bianchi
Brian Hutchings	2	Oldham-Bianchi
Jacqueline Kosalek	2	Oldham-Bianchi
Natasha Hankins	2	Bob Olson
Dominic Park	2	Theodore Pappas
Donna Trotta	2	Theodore Pappas
Peter Mello	2	Cisco Perez
Nickole Walker	2	Cisco Perez
Nickolas Maynard	2	Philip Prata
Ross Budweg	2	Tiffany Roland
Forest Gsell	2	Javier Sandoval
Jeremie Dupuis	2	Imran Satti
Timmy Sorensen	2	Scott Sonnenberg
Peter Fournier	2	Surace-Smith
Zachary Frenstos	2	Surace-Smith
Tony Geer	2	Surace-Smith
Andrew Hennick	2	Surace-Smith
Jessimi Lewis	2	Surace-Smith
Sean Wampler	2	Surace-Smith
Ashley Wenning	2	Surace-Smith
Josh Wheeler	2	Surace-Smith
Daniel Doherty	2	Jeffery Thiel
Kathleen Barnes	2	Jeremy Welch
Ayman Elsally	2	Williams-Zophin
Harvey Finkel	2	Williams-Zophin
Jean Joseph	2	Williams-Zophin
Steven Bentzel	2	Bob Wingate
Ryan Bisson	2	Matt Wolfanger



GA CODES

Name	#	SGA	Name	#	SGA	Name	#	SGA
Christine Weatherspoon	7	Mark Beckford	Christopher Osborn	3	Scott Sonnenberg	Robert Nolan	2	Paul Rumbuc
Andrew McQuade	7	Richard Correa	Richard Dyer	2	Jason Adamo	Carl Smith	2	Javier Sandoval
Joshua Fosnight	6	Simon Arias	Jeremy Hull	2	Jason Adamo	Jean-Francois Diotte	2	Imran Satti
Aaron Haynes	6	Simon Arias	Miki Bartolome	2	Altig-Orlovic	Alexander Dorey	2	Imran Satti
Annie Howard	6	Bob Olson	Brenton Betts	2	Altig-Orlovic	Marcus Noel	2	Imran Satti
Mark Glazer	6	Theodore Pappas	James Franklin	2	Altig-Orlovic-Hay	Amanda Beyersdorff	2	Surace-Smith
Matthew Conrad	6	Surace-Smith	Jovani Chappel	2	Simon Arias	London Burnett	2	Surace-Smith
Patrick Cotton	5	Altig-Orlovic-Deley	Eric Ebbitt	2	Simon Arias	Anthony Theriault	2	Surace-Smith
Nehemiah Lucas	5	Joseph Diecedue	Michael Logue	2	Simon Arias	Daniel Walton	2	Surace-Smith
Debbie Moke	5	Steve Friedlander	Dan Nebraska	2	Simon Arias	Timothy Watson	2	Surace-Smith
Jennifer Kinder	5	Dorian Oldham	Jesse Remby	2	Simon Arias	Noel Rose	2	Williams-Zophin
Louis Giogaia	5	Theodore Pappas	William Howard	2	Slav Bitman	Amanda Zophin	2	Williams-Zophin
Nicole Johnson	5	Surace-Smith	Rajeev Arora	2	Josh Chalom	Bryan Fronerberger	2	Bob Wingate
Travis Picklesimer	5	Surace-Smith	Craig Beck	2	Samantha Chui	Monica Murray	2	Bob Wingate
Tyler Green	4	Altig-Orlovic	James Moland	2	Eric Cochran			
Alex Elledge	4	Slav Bitman	Timothy Velky	2	Eric Cochran			
William Myatt	4	Brandon Cooley	Ahmad Abdollahzadeh-Parsa	2	Cohen-Cohen			
Andrew Pratt	4	Cunningham-Weatherspoon	Katharine Myers	2	Richard Correa			
Scott Patterson	4	Joseph Diecedue	Brent Wilhelmi	2	Richard Correa			
Jose Carvajal	4	Laura Fisher	Heather Leitch	2	Cunningham-Weatherspoon			
Richard Barbour	4	Steve Greer	James Curtis	2	Kevin Davis			
Debra Hunter	4	Fred Hadayia	Ricky Jenkins	2	Kevin Davis			
Scott Smith	4	Fred Hadayia	Mercedes Lloyd	2	Kevin Davis			
Jarred Sykes	4	Eric Neal	Jack Wang	2	Desi Dimitrova			
Elaine Kulawiak	4	Oldham-Bianchi	Andre Hawthorne	2	Laura Fisher			
Lynda Gleeson	4	Bob Olson	Phillip Rigoli	2	Laura Fisher			
Timothy Wilson	4	Philip Prata	Lesina Ah Sue	2	Steve Friedlander			
Scott Ramsey	4	Alex Roland	Seiloni Filimoehala	2	Steve Friedlander			
Travis Brock	4	Dan Rubio	Mary Maida Fujii	2	Steve Friedlander			
Christopher Newman	4	Surace-Smith	John Setu	2	Steve Friedlander			
Christopher McMenomy	4	Jeffery Thiel	Vatapuia Vavau	2	Steve Friedlander			
Daniel Rapp	4	Jeffery Thiel	Alexander Gonzalez	2	Furer-Whittinghill			
Justin Wise	4	Jeremy Welch	Philip Roffi	2	Furer-Whittinghill			
Brian Sundberg	3	Altig-Orlovic-Deley	Jamaal Lynwood	2	Giglione-Ackerman			
Bernadette Casciato	3	Simon Arias	Michelle Verbit	2	Giglione-Ackerman			
Kalle Convery	3	Simon Arias	Valerie Cormier	2	Steve Greer			
Ronald Kutruff	3	Simon Arias	Taneshia Solomon	2	Steve Greer			
Tyler Stewart	3	Simon Arias	Thomas Soloweyko	2	Steve Greer			
Gregory VanSuch	3	Simon Arias	Erna Gasanin	2	Fred Hadayia			
Kimberly Alston	3	Slav Bitman	Amr Shater	2	David Hausman			
Glen Latona	3	Cohen-Cohen	John Sikora	2	David Hausman			
Preston Turner	3	Richard Correa	Bryan Czajkowski	2	Matt Henderson			
Senelinah Talamaiavao	3	Steve Friedlander	Bradley Kampmeier	2	Chris Hernandez			
Bryon Welch	3	Steve Friedlander	Larry Finch	2	Matthew Hogan			
Tracy Haden	3	Steve Greer	Christian Napiza	2	Jatoft-Foti			
Tim Schroeder	3	Steve Greer	John Velardo	2	Chris LaFond			
Samantha Romano	3	Fred Hadayia	Mirvet Kekic	2	Bob Olson			
Sean Kiersztytn	3	Mark Hancock	Daniel Potilechio	2	Bob Olson			
Christopher Favor	3	David Hausman	David Rockway	2	Bob Olson			
Peter Kwiatkowski	3	Chris Hernandez	Thomas Felicciardi	2	Theodore Pappas			
Dominique Bertoncini	3	Jatoft-Foti	Shahab Mahdavejad	2	Theodore Pappas			
Karen Parson	3	Michael LiBassi	Bobby Szwaja	2	Theodore Pappas			
Marian Sertler	3	Sabrina Lloyd	Lleison Martinez	2	Cisco Perez			
Brandon Baker	3	Travis Moody	Ashley Delevieleuse	2	Philip Prata			
Christina Black	3	Oldham-Bianchi	John Serrano	2	Philip Prata			
Zachary Santino	3	Oldham-Bianchi	Raymon Reynolds	2	Alex Roland			
Minh Phung	3	Scott Rehberg	Craig Duletzke	2	Dan Rubio			

MGA CODES

Name	#	SGA	Name	#	SGA	Name	#	SGA
Jason Bratin	14	Theodore Pappas	Ryan Merritt	5	Jeremy Welch	Phillip Jenkins	3	Slav Bitman
Simon Rolland	11	Steve Friedlander	Daniel Armstrong	4	Altig-Orlovic	Rencel Jones	3	Slav Bitman
Matthew Parks	11	Surace-Smith	Andrew Bishop	4	Altig-Orlovic	Dmitriy Kagan	3	Slav Bitman
Justin Adams	10	Simon Arias	Eric LaBossiere	4	Altig-Orlovic-Deley	Byron Paz	3	Josh Chalom
Ryan Hall	10	Laura Fisher	Jonathan Maust	4	Altig-Orlovic-Hay	Carla Miller	3	Samantha Chui
Mark Kukielski	10	Eric Neal	Ryan Bisanz	4	Altig-Orlovic-Traboulay	Astrid Cartagena	3	Eric Cochran
Brandon MacDonald	10	Scott Sonnenberg	Daniel Bauer	4	Simon Arias	Hector Sartori	3	Cohen-Cohen
Brian Welsh	9	Simon Arias	Eric Powell	4	James Bailey	Richard Lyddon	3	Richard Correa
Chad Hatfield	9	Brandon Cooley	Kellen Cuttance	4	Slav Bitman	John Ophals	3	Cunningham-Weatherspoon
Mack Doby	9	Joseph Diecedue	Erik Graham	4	Cohen-Cohen	Sean O'Reilly	3	Cunningham-Weatherspoon
Cherie Adams	9	Bob Olson	Corey Neff	4	Brandon Cooley	Randall Cook	3	Joseph Diecedue
Chad Panzer	8	Brandon Cooley	Krista Thieme	4	Brandon Cooley	Brian Schreiter	3	Joseph Diecedue
Matthew Turnquist	8	Richard Correa	Chris Lussier	4	Richard Correa	Steven Cox	3	Steve Friedlander
Stephen Hill	8	Steve Friedlander	I-Perfection Harris	4	Cunningham-Weatherspoon	Taina Lameko	3	Steve Friedlander
Raymond Risucci	8	Dorian Oldham	Ricardo Grandt	4	Laura Fisher	Tone Munro	3	Steve Friedlander
Darron Hacker	8	Surace-Smith	Michael Laramie	4	Steve Greer	Sara Welch	3	Steve Friedlander
Mathew Hart	8	Surace-Smith	Alexandra Graham	4	Fred Hadayia	Magda Figueiredo	3	Giglione-Ackerman
Jared Cleckner	7	Brandon Cooley	Mitch Duplantis	4	David Hausman	Jack Keiderling	3	Giglione-Ackerman
Marisa Willgruber	7	Fred Hadayia	Cara DeFiore	4	Chris Hernandez	Cody Terrell	3	Maria Greene
Richard Nicholson	7	Jeremy Harbin	Brandon Teter	4	Matthew Hogan	Souleymane Bah	3	Fred Hadayia
Zach Otto	7	Sabrina Lloyd	Timothy Kieran	4	Chris LaFond	Avram Pinto	3	David Hausman
Mark Wyner	7	Sabrina Lloyd	Danielle Jankowski	4	Michael LiBassi	Atta Saleh	3	David Hausman
Brett Gryska	7	Oldham-Bianchi	Mathew Mealey	4	Travis Moody	Dorian Brown	3	Matt Henderson
Scott Hanna	7	Williams-Zophin	Andrea Nichols	4	Oldham-Bianchi	Glyn Hurst	3	Matt Henderson
Thomas Vena	6	Simon Arias	William Parmeter	4	Oldham-Bianchi	Sebastian Kazek	3	Matt Henderson
Jimmy Tchen	6	Brandon Cooley	Leslie Ellis	4	Bob Olson	Beau Locker	3	Matt Henderson
Taneshia Solomon	6	Steve Greer	Melne Lewis	4	Bob Olson	Brandon Schwed	3	Matt Henderson
Samuel Cohen	6	Fred Hadayia	David Wang	4	Bob Olson	Kathryn Chaisson	3	Chris Hernandez
Hal Herman	6	Oldham-Bianchi	Levar Morgan	4	Theodore Pappas	Rebecca Klebsch	3	Chris Hernandez
Robert Shafer	6	Scott Rehberg	Danielle Arena	4	Cisco Perez	Sarai Castanon	3	Jatoft-Foti
Robert Dunn	6	Surace-Smith	Richard Henry	4	Alex Roland	Jose Harb	3	Jatoft-Foti
Andrew Aaron	5	Altig-Orlovic	Billy Northington	4	Alex Roland	Kristy Nguyen	3	Jatoft-Foti
Pamela Furuya	5	Altig-Orlovic	Josh Bloomquist	4	Tiffany Roland	Doreen Ryan-Foti	3	Jatoft-Foti
Joshua Olin	5	Altig-Orlovic	Darcy Schrieber	4	Paul Rumbuc	Jake Yagjian	3	Chris LaFond
Cameron Severns	5	Altig-Orlovic	Angel Sanchez	4	Scott Sonnenberg	Michael Romeo	3	Oldham-Bianchi
Ryan Stenglein	5	Altig-Orlovic	Daniel Hartwig	4	Surace-Smith	Carlo Bonifazi	3	Bob Olson
Nicholas Walsh	5	Altig-Orlovic	Brian Culp	4	Jeremy Welch	Ransey Vazquez	3	Bob Olson
Matthew Diulus	5	Simon Arias	Adeyemi Akinade	4	Williams-Zophin	Ala Awad	3	Alex Roland
Casey Kunash	5	Simon Arias	Daniel Mastropolo	4	Bob Wingate	Rodney Ward	3	Paul Rumbuc
Aaron Parks	5	Simon Arias	Sommer Daves	3	Jason Adamo	Daniel Orr	3	Imran Satti
Randy Teyssier	5	Simon Arias	Noel Ables	3	Altig-Orlovic	Alvin Jackson	3	Scott Sonnenberg
Kyle Klipp	5	Richard Correa	Kevin Appasamy	3	Altig-Orlovic	Ryan Vopat	3	Surace-Smith
Juan de la Cruz	5	Desi Dimitrova	Volodymyr Derevyanyy	3	Altig-Orlovic	Nigel Crowe	3	Williams-Zophin
Craig Strompf	5	Furer-Whittinghill	Jonathan Emura	3	Altig-Orlovic	Henry Ingraham	3	Williams-Zophin
Evan Holzhauser	5	Giglione-Ackerman	David Iriye	3	Altig-Orlovic	Kyle Johnson	3	Williams-Zophin
Mark Corkrean	5	Steve Greer	Ryan Kendl	3	Altig-Orlovic	Fritznel Octave	3	Williams-Zophin
John Hancock	5	Mark Hancock	John McGrath	3	Altig-Orlovic	Alan Silverman	3	Williams-Zophin
Moswen Taylor	5	Mark Hancock	Catherine Minor	3	Altig-Orlovic	Michael Mandella	3	Bob Wingate
Darren Miller	5	Chris Hernandez	Rodney Mori	3	Altig-Orlovic	Emmanuel Villasenor	3	Bob Wingate
Brookalyn Stillwagon	5	Christopher Jordan	Ashlynn Orng	3	Altig-Orlovic			
Karolina Debek	5	Sabrina Lloyd	Patrick Rieger	3	Altig-Orlovic			
George Rosicky	5	Bob Olson	Colin Lyse	3	Altig-Orlovic-Lyse			
Syed Quadri	5	Theodore Pappas	Luay Ghawi	3	Altig-Orlovic-Traboulay			
Ryan Wilson	5	Philip Prata	Rachel Bryson	3	Simon Arias			
Matt Pflueger	5	Tiffany Roland	Scott Davis	3	Simon Arias			
Zachary Hart	5	Surace-Smith	Lucan Schmidt	3	Simon Arias			
Caleb Douce	5	Jeffery Thiel	Dennis George	3	James Bailey			

Reinstatement Bonus

Total: \$62,146

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Sami Mogannam	\$3,868	Richard Walus	\$866	Earle Harris	\$468	Robert Kanaan	\$327	Brandon Baker	\$233
David Jackson	3,604	Robert Larkrith	805	Terrence Asuncion	466	Angel Lee	312	Richard Pazak	230
Alex Rozotto	2,391	Daniel Pinschmidt	800	Marcus Noel	465	Matthew Girard	309	Israel Wizenfeld	224
Karl White	2,354	Wayne Green	739	Nadezhda Vitchev	465	Emil Mohareb	300	William Flournoy	223
Nicole Johns	2,099	Ruben Soberanes	706	Maryna Danielian	455	Deborah Matott	294	Fritznel Octave	217
Arthur Westergren	1,603	Daniel Potilechio	657	Jarred Sykes	436	Brent Arbour	294	Tyler McBride	214
Joseph Smith	1,281	Keith Hadayia	654	Glen Latona	426	John Bulecza	294	Michael Masonis	211
Stephen Liberto	1,237	Stephen Kemper	649	Danielle Swehla	423	Ginnie Mae Factor	289	Katherine Fallon	211
Bradley Weigand	1,144	Joshua Mandell	646	Merva Morgan	417	Peter Kaplanis	289	Debra Esquivel	206
Maurice Baritz	1,038	Cherri Xie	619	Ronald Friedlander	408	Marium Sherzai	286	Earl Gibson	206
Lorena Barriere	940	Harrynarine Ramoutar	585	Samy Jacques	397	Gordon Mooc	284		
Frank Kolligian	924	Phyllis Jackson	570	George Noutjaim	386	Carmen Cote	276		
Ronald Rivera	900	John Serrano	507	Angel Arista	380	Joseph Hedborn	259		
Nabil Spahi	877	Herivelto Pereira	491	Dennis Moran	364	Sorana Blackfoot	257		
Mitchell Look	872	Dason Phaul	487	Jonathan Laaker	360	Ronald Humphrey	250		
Patrick Parisi	871	Olga Tsymbal	471	James Allen	332	Lawrence Dennis	241		

*All qualifiers listed achieved at least \$200 in bonus totals

PERSONAL RECRUIT — PRODUCTION BONUS —

Personal Recruit Definition: A Personal Recruit does not have a resume in the RMS database, nor came from other "Job Posting" scenarios, including Craig's List, Job Fairs, internet postings and similar situations. The SGA or MGA Will have a "Personal Recruit Hire Form" which will certify the above and must be signed by recruit, SGA, and personal recruiter. If recruited by a career agent, the recruit does not need to be coded to that agent.

Contest Total Bonus Payout:

\$129,500

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Robert Chun	\$500	Mary McPherson	\$250	Horace Finnikin	\$250	Sandy Riley	\$250
Lori Dacyk	500	Matthew Trammel	250	Michael Clint	250	Nicholas Dilillo	250
Hyungjun Kae	500	Rory Crockford	250	Louis Stephan	250	Zach Frentsos	250
Fabian Mundaca	500	Elizabeth Hayes	250	Stephen Moten	250	Dominic Okonta	250
Leslie Ellis	500	Cathy Holly	250	Benjamin Pettingill	250	Solon Stephanou	250
Theodore Lamm	500	Trevor Lines	250	Jessica Bond	250	Nigel Crowe	250
Jasmyrn Ulberg	500	Nicholas Lorence	250	Zachary Santino	250	Henry Ingraham	250
Nicole Conrad	500	Mark Neilson	250	Scott Florin	250	Glaister Parke	250
Christian Jones	500	Craig Shaw	250	Darcy Schrieber	250	Virgil Watson	250
Joshua Boulay	500	Mohamed Tawfik	250	Timothy Wilson	250		
Jennifer Bowman	500	Mirvet Kekic	250	Kevin Rendon	250		
Samantha Sliger	500	Krista Thieme	250	Ali Rothbaum	250		
Mary-Delores Ayarzagoitia	500	Eric Tsen	250	April Harmon	250		
Cody Walker	500	Wes Fannin	250	Rachel Bryson	250		
Colleen Stansu	500	Kelly Hassert	250	Cameron Clay	250		
Mark Wyner	500	Claudia Lindstrom	250	Joshua Cosentino	250		
Justin Carter	500	Fred Goetz	250	Matthew Diulus	250		
Mark Gorman	500	Teresa Salgado	250	Joshua Fosnight	250		
Brian Welsh	500	Raymond Risucci	250	Terrence Graves	250		
Jason Wilk	500	Megan Pryke	250	Mikhail Mishkov	250		
Jason Siliva	500	Greg Resler	250	Antonio Reyes	250		
Kori Firmin	500	Ryan Sims	250	Randy Teyssier	250		
Samy Jacques	500	Kurt Overy	250	Jason James	250		
Bruce Kaminski	250	Justin Wise	250	Ofa Tupouniua	250		